

Kinnock tells Labour to face realities

Review will be most radical since 1945

By Robin Oakley, Political Editor

Mr Neil Kinnock yesterday told the Labour Party to throw overboard its holy relics, to consign its folklore to history and to accept the political realities of a Britain with nine million shareholders.

The Labour leader, by promising a thorough review of every aspect of the party's policies, including defence, has now pointed his party towards its most dramatic change of direction since the Second World War. He delighted party moderates and deepened the gloom of the left.

He drove home the lessons of Labour's third successive election defeat and derided

those who would not accept the idea of a policy review or jettison its democratic socialist values. Nor would it do deals with other parties to get back to power.

Labour would not make a bonfire of its policies or jettison its democratic socialist values. Nor would it do deals with other parties to get back to power.

"We won't be pursuing the pipe dreams of electoral pacts and we won't be chasing the

anyone who had a vote at all. Socialism had to be "as attractive and useful to the relatively affluent and secure as to the less fortunate in society".

Mr Kinnock warned the left, by implication, to fall into line with the outcome of the policy reviews and lectured his party sternly on the need for self discipline and unity.

He said in a direct reply to the criticisms of Mr Tony Benn that the pressure for change was coming from Labour's own supporters.

Some measure of how far Mr Kinnock has moved himself came when he praised President Reagan's role in the arms reduction process. A year ago he devoted a lengthy chunk of his speech to an attack on the Reagan administration.

Those who judged Mr Kinnock's speech as a conference performance were disappointed. But Shadow ministers were delighted that he had chosen to take a leaf out of Mrs Thatcher's book and use the occasion more as a chance to demonstrate to a national television audience that Labour was changing than to win easy conference cheers with glib attacks on political opponents.

The increased authority that Mr Kinnock established during the general election and the firm control he has established over the party machine were reflected in his determination instead to lecture the party on the lessons of its defeat.

After the speech, Mr Bryan Gould, Mr Kinnock's key ally in modernizing the party, said that it had been hard-hitting, sober and realistic. "We cannot fulfil our obligations to the poor and disadvantaged if we stand on the sidelines wringing our hands."

Mr John Cunningham, Shadow spokesman for the environment, said: "I liked the speech. It was realistic, tough and it makes the party face up to the realities of the defeat we suffered."

Which was do you want-SPY CATCHER or VOTE CATCHER?

Unions to fight hard-left MPs

By Roland Radd

Senior trade union leaders are planning a national campaign to unseat hard-left MPs who have become vulnerable under the new system of selecting and reselecting Labour candidates.

Leading members of Britain's three biggest unions claimed yesterday that the newly agreed procedure should be used as the means to isolate the extremists from the parliamentary Labour Party.

The two Labour MPs who support the Militant Tendency, Mr Terry Fields, Liverpool Broadgreen, and Mr Dave Nellist, Coventry South East, are top of a list of hard-left MPs which the leading trade unionists are determined to unseat.

But the planned purge of the hard-left is not just confined to supporters of the Militant Tendency. Two other left-wing MPs, Mr Chris Mullin, Sunderland East, and Mr Pat Wall, Bradford North, have been singled out as prime targets for deselection.

Many of the party's hard-left MPs were only adopted by the narrowest of majorities on general management commit-

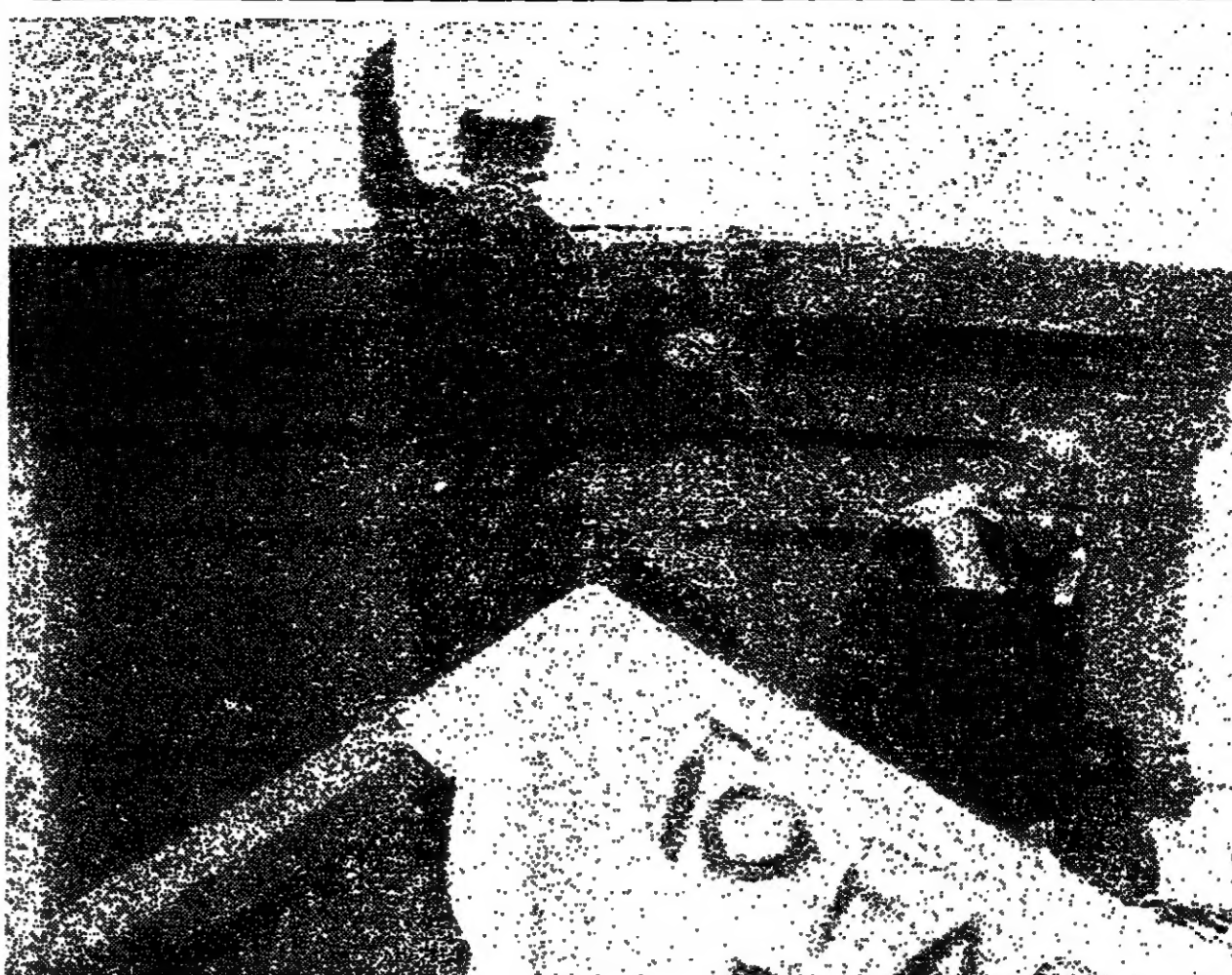
tees dominated by a small clique of unrepresentative activists. In some constituencies no more than 20 people took part in crucial selection meetings.

The significance of the Labour Party's decision to give individual party members a vote alongside the trade union block vote emerged yesterday when trade union leaders predicted that extreme left-wing MPs "will no longer be able to manipulate the general management committee meetings."

The unions are confident that if they manage to keep control of their own block vote - which will account for 40 per cent of the electoral college - they will be able to deselect hard-left MPs in favour of more representative candidates.

Mr Bill Jordan, general secretary of the Amalgamated Engineering Union, yesterday made clear that he was under no illusions that the hard-left would bitterly resist any attempts to weaken their influence at the constituency level.

Prison officer paraded with noose round neck



Prison officer Mr Jackie Stuart with a noose round his neck on the roof of Peterhead high-security jail yesterday.

4 hold out in prison siege

By Kerry Gill

A prison officer was forced on to the roof of Peterhead jail with a noose around his neck early yesterday, and appeared to be being taunted by prisoners.

Later one of the prisoners picked up what looked like a piece of lead stripped from the roof, and appeared to strike the officer, Mr Jackie Stuart, on his face.

The officer flinched, and then fell on to the roof of the high-security jail north of Aberdeen. After a few seconds he got up again.

Thirty of the 34 prisoners who had been holding two prison officers hostage, yesterday gave up and released one of them, Mr Bill Florence.

Four inmates stayed in the prison's D Hall, and it was one of these four who appeared to hit Mr Stuart during the early evening.

The Scottish Office said: "As far as the prison authorities can ascertain he is fit and well. Negotiations are continuing to bring about his safe release."

"The prisoners who left D Hall have been housed elsewhere in the prison. They will be medically examined and given a hot meal."

Mr Alex Selmond, the local MP for Banff and Buchan, visited the prison yesterday. He said that the incident appeared to be a question of prisoners being frustrated over lack of parole. He said long-term prisoners were being put in a position of having no hope.

Shortly after lunch the prisoners, with Mr Stuart, clambered on to the roof and many, stripped to the waist in the sunshine, continued to drape banners from the gable end and the disused chimney stack.

The officer shouted to people below interspersed with yells from the protesters. Most of what the prisoners and the hostage was saying were inaudible.

Mr Florence was released early yesterday after negotiations over a radio link.

Brands owner dies in crash

By Michael Horsnell

Mr John Foulston, aged 39, the millionaire owner of Brands Hatch and amateur racing driver, was killed last night testing a McLaren M15 car at Silverstone. His death will shock motor racing. Last year, he bought Brands, Oulton Park and Snetterton tracks for £5.25 million.

Mine ships begin Gulf clean-up

From Nicholas Beeston Bahrain

Three Royal Navy minesweepers, shepherded by the frigate, HMS Andromeda, steamed into the Gulf yesterday to start the most perilous mission undertaken by British forces in the region's six-year "tanker war".

The three Hunt class minesweepers, HMS Bicester, HMS Hurworth and HMS Broca, were accompanied by the mine countermeasures support vessel, Abdiel. Witnesses said HMS Bicester located one mine and began work on disarming it.

The mine-disposal operation, likely to last several days, is the first conducted in the Gulf by the Royal Navy, which until now has confined itself to escorting British-flagged merchant vessels.

The British contingent is being sent into the narrow Dubai channel to neutralize at least three mines, tethered 12 feet below the surface and marked by warning buoys. The ships are also expected to sweep a 50 square-mile area.

A shipping source said there was much relief about the operation starting.

Fiji coup branded illegal by Palace

By Andrew McEwen Diplomatic Correspondent

Buckingham Palace yesterday implicitly rejected Lieutenant-Colonel Sitiveni Rabuka's declared intention to create a republic in Fiji. An unusually strong statement described last week's coup as "an illegal action".

The Queen, who is at Balmoral, was understood to have followed closely developments in Fiji, where Colonel Rabuka said in a radio broadcast: "I will issue a proclamation declaring Fiji a republic and myself interim head of government."

Another Fiji Radio broadcast said that the Governor-

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General, Ratu Sir Penaia Ganilau, was "no longer head of state". Ratu Ganilau confirmed yesterday both to the Palace and to Britain's High Commissioner that he would not step down and his loyalty to the Queen was unwavering. He is her personal representative.

If carried through, Colonel Rabuka's moves would end Fiji's links to the crown after 113 years. The Queen would remain monarch of the United Kingdom and 16 nations instead of 17.

The Palace said: "Anyone who seeks to remove the Governor-General from office would, in effect, be repudiating his allegiance and loyalty to the Queen."

"Her Majesty continues to regard the Governor-General as her representative and the sole legitimate source of executive authority in Fiji."

The five governments most directly concerned, including Britain, have also thrown their weight behind Ratu Ganilau. A statement by Sir Geoffrey Howe, the Foreign Secretary, used almost identical language to that of the Palace.

It said: "He (Ratu Ganilau) has the full support of the British Government which continues to regard him as the sole legitimate source of authority in Fiji."

Whitehall sources said that New Zealand, Australia, the United States and India continued to take the same line. The four and Britain were co-ordinating their policies.

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Police marksman had Ryan in his sights

By Howard Foster

A police marksman had Michael Ryan in his sights for a full minute but did not open fire, the Hungerford inquest jury was told yesterday.

Sergeant David Warwick told the coroner that there was no justification for shooting Ryan in the classroom where he had taken refuge because he was no longer a threat to anyone. Shortly afterwards the killer shot himself.

A transcript of Ryan's last conversation, in which he told a negotiating police officer that the killings were like a bad dream, was read to the jury, who returned verdicts that 15 people shot by Ryan were unlawfully killed, and that Ryan then killed himself.

The first four police officers to arrive on the scene of Ryan's early killings were commended for bravery. They included Police Constable Roger Breton, who was shot dead.

Mrs Linda Bright and Mrs Hazel Haslett, ambulance-women who came under fire but ferried wounded to safety, were also commended, as was Lance-Corporal Carl Harries, who tended the dead and wounded.

The jury called for the restriction of the sale of semi-

automatic weapons and said that individuals should not be able to keep an unlimited amount of weapons and ammunition on one firearm certificate.

Despite some criticism by victims' families of the way Thames Valley Police handled

the emergency, neither coroner nor jury attached any blame to officers involved.

The jury had been told that before shooting himself through the head with his last bullet, Ryan talked for an hour and 23 minutes with Sergeant Paul Brightwell.

He appeared both fascinated and horrified by the murders, asking repeatedly about his mother Dorothy, whom he had shot dead. He said that he did not think he had the courage to kill himself, and at one stage stood unarmed in front of a window as if inviting a police marksman outside to shoot him.

Sergeant Brightwell, aged 35, said that he talked to Ryan from outside the school where the killer had taken refuge. Within minutes Ryan, who said that he had a pistol and an

Israeli fragmentation grenade, was making the first of 14 pleas to be told what had happened to his mother and how many people had died. The sergeant replied: "I don't know. Obviously you know you shot a lot of people."

Ryan: "Hungerford must be a bit of a mess."

Sergeant Brightwell: "You are right. They know you've been through. How many do you think you shot?"

Ryan: "I don't know. It's like a bad dream."

Sergeant: "It happened. The sooner you come out the easier it will be to sort out."

Ryan: "I know it's happened. I'm not stupid. How's my mother? She's dead isn't she? That's why you won't tell me."

Soon after this, Ryan threw the magazine of a pistol through the window but said he had reserved one round. When asked why, he replied: "It's obvious, isn't it?"

He confirmed that he had no hostages and told Sergeant Brightwell: "If only the police car hadn't turned up. If only my car had started." Then he asked again: "How's my mother?"

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TV to cut sex and violence from US

By Richard Evans, Media Editor

Britain's television chiefs are to restrict the import of excessively violent and sexually explicit programmes from the US, it was disclosed last night.

The Independent Broadcasting Authority is planning to make ITV companies reduce the amount of imported material, screened during peak viewing time, from 5½ hours to four hours a week in an attempt to stem the flow of offending material.

Meanwhile, the BBC is stepping up its scrutiny of imported programmes, especially from the United States, and will be more selective in what it buys from American producers.

The measures emerged from an hour-long meeting between Mr Douglas Lord, the Home Secretary, and Lord Thomson of Monifeth and Mr John Whitney, chairman and director general of the Independent Broadcasting

Authority, and Mr Marmaduke Hussey, and Mr Michael Checkland, chairman and director general of the BBC.

Mr Hurd summoned the television chiefs to express his continuing concern over the standards of television, following the Hungerford massacre, and the controversy over the screening of *Sins*.

Lord Thomson said the IBA had increased its staff of monitors, who assess TV programmes, from 100 to 150 this year, and the authority was pledged to reduce violence on TV.

But one of the biggest problems was material bought from abroad, "much of which is from the US, and is becoming increasingly violent, and with a bigger sexual content in it."

The IBA's proposals would be put to ITV companies at a meeting next week.

HEARD THE ONE ABOUT THE ENGLISHMAN, THE SCOTSMAN AND THE WELSHMAN?

The lack of God in an Englishman's life, encourages the destruction of public property.

Scots are often found in pubs, followed by a nip to the chippie. A few return home to thrash their wife.

It is a certainty that a singing, church-going darts player will be Welsh.

The three cuttings above were taken from a survey recently conducted by Punch. It reveals exactly what the English, the Welsh and the Scots think of each other and of themselves. Each week Punch takes a humorous look at life. Collect this weeks issue from your newsagent and find out just how united the Kingdom really is.

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The spies who tell all may lose their pensions

By Michael Evans Defence Correspondent

The Government may draw up legislation to remove the pension rights of MI5 officers and other Civil Servants in sensitive jobs who breach their lifelong duty of confidentiality.

The move comes after its failure to stop the publication in Australia of *Spycatcher* by Mr Peter Wright, the former security services officer.

The denunciation of the Government to pursue its case against Mr Wright and against any other member of the security services tempted to tell all at retirement was made clear yesterday after the unexpected refusal of a High Court judge in Canberra to

grant the temporary injunction which *Spycatcher*, pending a last

The major defeat in the Government's two-year legal battle made ministers even more eager yesterday to push ahead with legal action against Mr Wright to confiscate all the profits he has made from his book, which is now likely to be published in Australia in two weeks.

The decision by the Australian High Court judge, Sir William Deane, was the final blow for the Government because it means that the book will be published before counsel have the chance to seek leave to appeal to Australia's highest court against last week's judgment in New South Wales, when three judges ruled in favour of Mr Wright.

But as the publishers, Heinemann of Australia, planned to rush *Spycatcher* into print, the

Government's gloomy position was alleviated slightly by the judge's ruling that Mr Wright should not publish any new material [he has not publicized any details of his work with MI5 in Northern Ireland]. The judge also said that Heinemann should keep an account of profits.

Whitehall sources said that what ever happens in the appeal action next month, the Government had decided to go ahead with an attempt to confiscate the profits from sales in Australia. If that was successful, the Government would consider pursuing similar confiscation cases in the United States, Canada, New Zealand and Hong Kong, where different publishers have been involved.

The more sensitive issue of

withdrawing pension rights from Mr Wright who retired with a pension of only £2,000 a year, is causing some difficulty, according to Whitehall sources, because a pension is intended to benefit not just the Civil Servant but also his family. It was a complex legal issue.

The question of drawing up a special new contract, which would include a clause giving the Government the right to remove a Civil Servant's pension, would need legislation and would have to cover the whole of the Civil Service, not just MI5, the sources said.

The Government never talks about MI5's sister organization, MI6, but a

Continued on page 24, col 7

NEWS SUMMARY

Woman was not acting, says WPC

A woman police constable yesterday told the Central Criminal Court that the distress of a woman who killed a man that she claimed raped her was the worst case she had ever seen.

WPC Carol Rendelle said that Janet Clugstone, aged 38, arrived in a state of great distress at Harrow Road police station, west London. Her clothes were in disarray and her breathing was erratic.

Mrs Clugstone admitted stabbing Steven Coppen, aged 24, who had been snuffing glue, drinking and smoking cannabis. The officer said she added: "I just wanted to get him off me. I was so frightened."

Judge Hazan asked WPC Rendelle if she thought Mrs Clugstone had been "apparently sexually abused" or was just "play acting". She replied: "It was genuine. It was quite the most extreme case of distress I believe I have ever come across."

Mrs Clugstone, of Mozart Estate, Paddington, north-west London, who had a throat cancer operation just before the attack, denies charges of murder and manslaughter.

The trial continues today.

Gun theft BT figure trial

A man accused of stealing a prototype of the Piccolo machine gun, which can fire at the rate of 1,200 rounds a minute, was sent in custody for trial at Southwark Crown Court by magistrates at Horseferry Road Court, central London, yesterday.

Ian Taylor, aged 33, unemployed, of Kingsdown Close, North Kensington, west London, is accused of stealing the machine gun, an automatic shotgun and £5,000 of accessories from Allivane International, in Horseferry Road.

Miner in job fight

A miner dismissed under British Coal's new disciplinary code takes his case to an industrial tribunal today in Nottingham. He is supported by the breakaway miners' union, the Union of Democratic Mineworkers.

Mr Alan Smith, aged 40, an underground fitter at Bilsthorpe Colliery, Nottinghamshire, became ill with an ear infection while on holiday in Malta. He exercised his right under the new code to "self-certify" himself as sick and took two days off work.

When he returned home, British Coal dismissed him on the ground that the "self-certification" rule could only be applied if an employee was ill within the EEC.

Havers in hospital

Lord Havers, the Lord Chancellor, was admitted to hospital yesterday for tests on arriving home after a two-week world-wide tour.

He is believed to have felt unwell towards the end of the trip which covered Washington, Philadelphia, California, Hong Kong and Singapore. On arrival at Heathrow Airport yesterday he went straight to see his doctor.

Air-miss claim denial

A claim by Mr Hugh McMahon, Labour MEP for Strathclyde West, that he and three Westminster Labour MPs aboard a British Caledonian flight to Gatwick were involved in a near-miss south of Birmingham last Saturday was denied yesterday by the Civil Aviation Authority and both the airlines said to have been involved.

Mr McMahon said he saw a British Airways BAC-111 within 50 feet of the plane in which he was flying with Mr William McKelvey (Kilmarnock and Loudoun), Mr David Marshall (Glasgow, Shettleston), and Mr Tom Clarke (Monklands West).

IRA bomb plot foiled by Londonderry patrol

By John Cooney

An IRA bomb plot using 2,000 lb of explosive was foiled by a police patrol early yesterday.

The bomb, packed in eight dustbins, was discovered in Londonderry after the Royal Ulster Constabulary patrol spotted a stolen Volkswagen van. The terrorists fled.

The primed device was within 50 yards of a primary school, which has 400 pupils. Supt Basil Elliott, deputy divisional commander of the RUC, said a major tragedy had been averted, the bomb could have devastated a wide area. Police believe it was about to be driven to a security force base in Londonderry.

Mr Tom King, Secretary of State for Northern Ireland, yesterday asked Americans not to press for changes in employment attitudes in the province. Some politicians are seeking to force US companies in Ulster to employ more Roman Catholics.

The Rev Ian Paisley, leader of the Democratic Unionist Party, yesterday announced plans for an Ulster Council of Civil Liberties for Protestants. He said it would show the world that job discrimination was being practised against Protestants.

SAVINGS CERTIFICATES

GENERAL EXTENSION RATE

NOTICE OF NEW RATE

Beginning on 1 October 1987 the rate of interest payable on Savings Certificates on General Extension terms will go down from 7.02% to 6.51% p.a. tax-free.

The General Extension Rate applies to Certificates of the 7th to 14th, 16th, 18th, 19th, 21st, 23rd and 24th issues after they have completed their fixed period terms.

NATIONAL SAVINGS

Issued by the Department for National Savings on behalf of the Treasury

City solicitors merge to form second mega firm

By Frances Gibb
Legal Affairs
Correspondent

A second "mega" firm of solicitors has been created with the merger of two more big City firms announced yesterday.

Lovell White and King and Durrant Piesse are to join with effect from May 1 1988, making it the second largest firm in the country in terms of numbers of partners — more than 100 — with a total of some 350 qualified lawyers.

The creation of the new firm, Lovell White and

Durrant, comes in the wake of the merger in May of two of the City's biggest firms, Coward Chance and Clifford Turner, to form Clifford Chance which, with 167 partners, is the largest firm.

Yesterday, Mr Alan Parsons, the senior partner of Durrant Piesse and the deputy senior partner of the new firm, said that his firm had, for some time, wanted "to expand generally, as well as into other specialist areas" to provide a full range of legal services.

Lovell White and King is about twice the size of

Durrant Piesse with 68 partners to Durrant's 32.

Mr Peter Gerrard, senior partner of the new firm, said that it was believed that the large increase in work in recent years could be met through a merger with a firm of complementary expertise.

The merger is the latest in what has become a trend. City firms are buzzing with what has become known as "merger-mania" and are looking for suitable partners to increase competitiveness in the financial services market of takeovers, mergers and share flotations.

In the wake of the Big Bang, City firms are experiencing a huge demand for work in this field. Deregulation has meant that everyone involved in corporate finance and financial services needs advice to ensure they are keeping to the new rules, partners in the new firm said yesterday. Also, there was a proliferation of collective investment schemes with wider share ownership and many more members of the public putting their money into wider fund management.

The Lovell White Durrant merger, which has been under discussion for five months,

will give the firm a new range of expertise. Lovell White and King is a broad-based practice with UK and international company clients, in particular American multinationals, and is well known for litigation and commercial property and commercial property and litigation practices.

Abroad, Lovell White and King has offices in New York, Hong Kong and Brussels, earlier this year Durrant

Piesse established a China Advice Service in Beijing. A reform of the ancient power of courts to bind people over to keep the peace and be of good behaviour although they have not been convicted of any criminal offence is called for by the Law Commission today.

It says, in a working paper, that the power, which dates back to the ninth century, is in an unsatisfactory state and needs, at the very least, to be restated in a modern statute.

Law Commission Working Paper 103 (Stationery Office, £3.85).

Drug abuse figures show first decrease in a decade

By Peter Evans, Home Affairs Correspondent

The Government was given its best news about drug abuse in the United Kingdom yesterday for at least 10 years.

After a continuous increase since the mid-1970s, there were falls between 1985 and 1986 in three key areas, according to a Home Office statistical bulletin.

The figures show a 12 per cent drop in the number of drug offenders, an 8 per cent decrease in notifications of drug addicts and a 2 per cent fall in the seizures of controlled drugs.

The Government, although against claiming premature success, pointed out yesterday the big increase in resources used in the drive against drug misuse.

The bulletin refers to a "substantial decline" in the reported misuse of heroin. The number of people dealt with for offences involving heroin fell by 31 per cent and new addicts notified dropped by 18 per cent. Seizures of the drug fell by 14 per cent, the actual quantity of heroin found, dropping by 39 per cent.

Although the number of cocaine seizures also declined, from 662 to 586, the amount of cocaine seized increased from 85kg to 101kg, a record. There were 30 seizures involving quantities of 1kg or more in 1986, twice as many as in 1985.

The Home Office says: "This suggests that the police and customs are successfully targeting the major traffickers. Similarly, although the number of seizures of amphetamines fell by 17 per cent, from 3,450 to 2,900, the quantity seized, at about 100kg, was 37 per cent greater than in 1985."

The bulletin gave a warning that the figures did not necessarily imply a general fall in the level of drug misuse, which is largely clandestine.

The total number of seizures of controlled drugs in 1986 was about 29,800, 2 per

cent fewer than in 1985. This was the first fall in the annual total number of seizures since 1975.

The total number of offenders fell by 13 per cent in 1986 compared with 1985, after steady growth in their number since 1975. Sixteen per cent of the 18,900 found guilty were given sentences of immediate custody.

The bulletin pointed out, however, that there was a general fall in the number of indictable offences dealt with at courts in England and Wales between 1985 and 1986. This was thought to be because of changes in criminal justice procedures.

The fall in 1986 of the number of addicts notified was the first since the late 1960s.

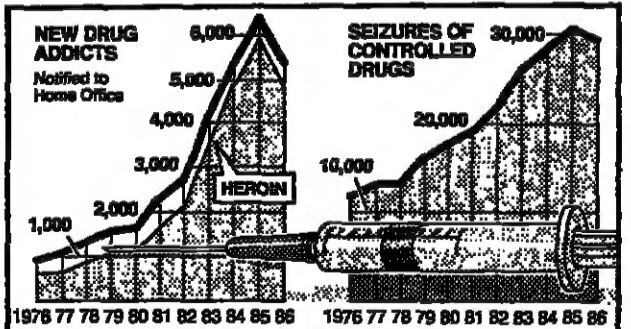
Mr Douglas Hogg, Under Secretary of State at the Home Office and chairman of the ministerial group on the misuse of drugs, said yesterday: "It would be rash to deduce from one year's statistics that drug misuse, particularly heroin, had peaked, and that we are now on a downward trend for the foreseeable future."

"But although other factors are also involved, it is fair to suggest that the falls in seizures, offenders and addicts may stem partly from a fall in the supply of drugs, which in turn may be a product of recent enforcement measures, including a concentration on more serious drug crime."

Government measures include:

- About 375 specialist customs' drug officers by April 1988, more than three times the 1979 figure.
- More technical aids.
- All 17 regional crime squads have drug wings with 221 more officers for them.
- Force drug squads' strength is up 40 per cent since 1983.

Home Office Statistical Bulletin: Statistics on the Misuse of Drugs, United Kingdom 1986. (Statistical Department, Home Office, Lunar House, Croydon, Surrey CR9 9YD; £2.50).



Statistics still point to big addiction problem

Investigators from Customs and the police yesterday joined the Home Office in urging a cautious welcome to the latest drug abuse statistics.

Scotland Yard's central drugs squad has already seen record seizures of heroin in London this year and the addict notification figures were described by the Standing Conference on Drug Abuse as a bad indicator for the size of the problem.

The annual statistics are always treated with caution and the real size of Britain's addict population has been estimated at well over 40,000.

Customs officers believe that the drop in heroin seizures last year could be partly attributable to the fortunes of the opium poppy in Pakistan where the crop was poor in 1984 and 1985, and the seizure by authorities in India and Pakistan of 7,000 kg.

Package holidays

Operators forecast end to price wars

Package holidays will go up in price next summer by about 4 per cent on average — or £12 on a typical holiday costing £300 — although special offers to endor British made early bookings are widespread (Our Industrial Editor writes).

But after a tough year in which more than a million holidays have had to be sold off at punishing discounts because of over-capacity, the signs are that there will be less capacity in the 1988 programmes.

The idea is that it will cut back peak season discounts and improve profitability. Few tour operators are likely to see much if any profit when the suns are done from the past summer.

Mr Peter Gidley, director of travel products at Thomas

Cook, Britain's largest retail travel agency chain, said: "It looks as if we are beginning to see the end of the price war. It is hardly surprising British prices are a third cheaper than for the same holidays booked from Germany."

The prospects for getting to the sun next summer emerged yesterday as three key tour operators paraded their 1988 offerings. The launch of brochures came from Thomson Holidays, the biggest package holidays operator, Horizon (now part of Bass, the brewers) and Sunmed, the specialists on Greece and Turkey. Sunmed has catapulted to fourth in the market with a merger deal involving the British Airways package holiday interests including Enterprise.

Price increases have been

introduced largely across the board, although Yugoslavia is one of the least affected destinations. The highest increases are likely to be no more than 10 per cent, less than half the variation seen recently, according to Mr Charles Newbold, managing director of Thomson Holidays.

He said that thousands of holiday prices were being held at the past season's levels or lower.

Thomson, which at 2.5 million sold 25 per cent more holidays this summer than in 1986, expects to sell about 10 per cent more next summer in line with its expectations of the overall increase in the market.

It is looking for more growth in Greek holidays but it is also launching "puppie breaks" for

three-night trips to Paris using the newly opened London City Airport in Docklands.

Thomson repeated its pledge not to be undercut in price by competitors, as did Horizon. Thomson put its average price increase at 4 per cent while Horizon claimed only near to 4 per cent, comparing on a like-for-like basis similar holidays this past summer.

Horizon is cutting £25 off brochure prices of holidays in July and August so long as bookings are made before the end of this year. The age limit for children qualifying for reduced prices has been increased to 16.

Sunmed's average price increases for next summer are about 3 per cent.

MacGregor to head science research pressure group

By Sheila Gann
Political Staff

A campaign to force a radical review of the Government's attitude to science and technology will be launched at the Conservative Party conference next week. It will be headed by Sir Ian MacGregor.

The move is certain to embarrass ministers who hoped that the announcement of a range of initiatives on research and development this summer would have defused criticism from the scientific community. The Times and the House of Lords that the Government gives too low a priority to funding research.

The establishment of Science for Britain, a non-political pressure group, coincides with the first meeting of the Advisory Council on Science and Technology (Acost) yesterday, which is to advise the Government on its priorities for R & D.

At Acost's launch, Mrs Thatcher said she intended to take a leading role in its discussions. However, it was disclosed last night that she did not attend the first meeting, which was chaired by Sir Francis Tombs, head of the newly-privatized Rolls-Royce.

Sir Ian MacGregor, former chairman of British Coal, said yesterday: "Science for

Another leading British scientist has joined the brain drain to the United States.

Professor Roy West, a physicist at East Anglia University, leaves next month to head the physics department at the University of Texas at Arlington, near Dallas, for more than twice his present salary.

Professor West, aged 49, described his frustration at the lack of research funding and general resources for higher education.

He will continue his research in analysing semiconductor materials for making new electronic devices and metal compounds called positron spectroscopy.

Britain supports the personal initiative of the Prime Minister who has been encouraging all in Government to share our belief in the vital significance of research and development.

"We agree with the Prime Minister that the private sector can and should take the initiative for scientific progress."

"However, we believe that government too has a much greater strategic role to play in creating the technological, educational and financial climate in which the scientists,

inventions, industries and jobs of the future are encouraged."

The group has the backing of the Advanced Energy Research Institute and the British Science and Technology Trust. It also has the support of Dr Geoffrey Pardee, chairman of the Watt committee on energy which represents 62 professional bodies.

Sir Ian said: "Britain, while producing some of the greatest inventive geniuses, has often been plagued by a seeming inability to see the creation of its people through to commercial success."

"Frequently not only the concepts but their innovators have departed this country, impoverishing our unique ability to compete in an ever more scientific and technical international environment to protect and promote our freedom."

"Similarly, in the strategic vastness of space development, Britain needs to encourage and participate at international level."

Mr Leonard Holihan, the group's secretary, complained that most top Civil Servants and politicians came from non-scientific backgrounds and showed little appreciation for the strategic role of R & D in the competitive international market place.

Factory in staff crisis is to close

By Craig Seton

A clothing factory is to close with the loss of 80 jobs in a town with high unemployment because its new owners say they cannot recruit workers to expand production.

Taylor Merrymade, of Northampton, said that a widespread advertising campaign for at least 40 people to train as machinists produced only three replies in seven weeks. An estimated 8,000 people in Northampton are unemployed.

The company, which makes jackets, shirts and dresses for retailers such as Marks & Spencer, was offering a basic of £73 for a 39-hour week. Average wages with piece work were about £95 a week.

The firm was bought by J and J Fashions, a larger clothing company, earlier this year but, according to a spokesman, it had a full order book and it was intended to increase the workforce to expand production.

Mr Tony Williams, Taylor Merrymade's production director, said yesterday: "We are closing it on November 13 because we cannot afford to run a factory of this size without producing enough garments to make it cost per unit effective. It has nothing to do with the takeover."

"We put advertisements in the local paper and went to YTS and adult training schemes, the jobcentre and even put leaflets through virtually every house in the area, but we got just three replies, one from a schoolgirl."

"Since we announced the closure, we have had about 10 calls from companies saying they want to take on our sewing machinists."

The company had its own training scheme and the only skill required of recruits was dexterity. Although traditionally machinists were women, there were two male machinists at the factory.

Mr Williams added that if suitable applicants could be found, there was still time to review the closure decision.

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Police marksman tells why he did not fire on Ryan

By Howard Foster

A police marksman explained last night why he did not shoot Michael Ryan, the Hungerford murderer, although he had him in his telescopic sights for a full minute.

Sergeant David Warwick said that he had his gun trained on Ryan as he stood unarmed at the window of the classroom where he had taken refuge.

"If I had fired then I would have been a murderer — I would have been no better than him", he said after the inquest at Hungerford on Ryan and 15 of his 16 victims.

"It's an individual decision and an individual's responsibility. That means in those circumstances, it is down to me."

"You have got to be governed by the law and you have got to have the justification. The justification was not there."

He said that while he held Ryan in his sights, he asked himself three silent questions: was Ryan likely to shoot anybody else? Was there any threat to police or public? Was he likely to abscond or perhaps commit further offences?

"Each answer was coming up, no. He had no hostage, he was in an empty school, he had thrown one weapon out and I can tell you — he wasn't going anywhere. All the talk was proceeding as if he was going to give himself up."

"We were there armed to bring that man before a court of law. We are not the judge, jury and executioner all in one. That is why the British police are armed: to bring a man before a court of law."

Sergeant Warwick, aged 49, a senior firearms officer, said he felt "no emotional involvement" in choosing not to shoot Ryan and he said he arrived at his decision in a purely professional way. "My duties were as a police officer", he said.

He said that when Ryan just "popped up" at the window without any warning, he wondered whether it was "so that we would do the business for him." But although he knew what Ryan had done in Hungerford, to pull the trigger would have been the wrong decision.



Sergeant Warwick: 'I had no reason to open fire'

"If we do have to shoot, we consider it basically a failure of the policy. We go through every other option first to make sure or at least try not to make a wrong decision."

Another officer, a police constable who was also watching Ryan at the window, "came up with the same decision." Asked if he had any regrets, he said: "None whatsoever. If I had taken the other option in those circumstances then I would have failed."

He said Ryan told police he had a grenade, and if he had come to the window with anything resembling that, police would have reacted. Similarly, if Ryan had had a hostage, the police response would have been "vastly different".

During the inquest, Mr Charles Hoile, the coroner, suggested that it would have been possible for Sergeant Warwick to have shot Ryan.

● I would have been a murderer, no better than him ●

to which the sergeant replied: "There was no justification at that time to shoot him. It's rather ironic that I knew what he had done but there was no justification."

Earlier, Mr Charles Pollard, the assistant chief constable who headed the Hungerford police operation, was cross-examined at length by counsel for several victims' families about his officers' handling of the massacre and said that with hindsight it was easier to dictate the course of events.

He read out a timetable of sightings of Ryan which showed that he was some way from armed officers grouping on Hungerford Common. "It is very difficult," Mr Pollard said. "There are so many different sightings. The police control was getting conflicting information and the local telephone exchange was swamped with 999 calls."

There had been 105 emergency calls between 12.40pm and 2.18pm, and in the 24 hours from noon, when Newbury telephone exchange would normally expect 300,000 calls, there had been a further half-million.

"It was therefore extremely difficult for police officers involved in handling the initial response at Newbury and Kidlington."

Mr Pollard said that calls to the police alleging incidents involving guns were so frequent in the Thames Valley area that when reports came of an armed hold-up at the Golden Arrow service station before Ryan arrived in Hungerford, the order to issue weapons was not given.

When questioned about a road block which diverted Mr Ian Playle, one of the victims, and his family from crossing Hungerford Common and

which led them to drive into Ryan's path, Mr Pollard agreed that, hypothetically, officers should direct the public away from the source of the trouble.

He was asked whether, if the officers manning the road-block on the common knew there was a man armed with a high velocity rifle in Hungerford, he would expect them to turn people away from Hungerford.

He replied: "One of the prime rules of the police is to save lives. If they had information then quite clearly you would regard it as a prime responsibility to do that."

Mr Hoile paid tribute to the heroism and courage of the people of Hungerford, and praised the police response to the emergency.

"We, as a nation, cannot have it both ways", he said. "We cannot insist on having an unarmed police force and at the same time expect the police force in an emergency of this sort to become armed and be available at the drop of a hat."

"We have got to pay for the privilege of having the police force which is on our side, not threatening us. It is an important part of our liberty, one which most people would be very reluctant to do away with."

"Aside from the question of the armed officers, the police response was obviously pretty prompt."

"The whole character of the occurrence changes from being that of a domestic quarrel or somebody just firing a gun to something unprecedented, something that we in this county and in the whole country have never experienced before: a man going berserk and killing left, right and centre."

● Each of the 14,000 British police officers authorized to use guns carries a "pink card" showing his authority to use a firearm and laying out guidelines under which he can operate.

The card quotes the 1967 Criminal Law Act, saying that guns can be issued when "there is reason to believe that a police officer may have to face a person who is armed or otherwise so dangerous that he could not safely be restrained without the use of firearms."

The card says that guns should be fired by police "only as a last resort when conventional methods have been tried and failed or must from the nature of the circumstances obtaining be unlikely to succeed if tried."

A gun may be used when it "is apparent that the police cannot achieve their lawful purpose of preventing loss or further loss of life by other means." If reasonable a warning should be given. The police officer is told that opening fire is an individual decision which may have to be justified in a court.



The short and flirty look for 1988 with, left, tulip-skirted dress with off-the-shoulder basque by Alistair Blair and a front-frou of dotted net by David Fielden (Photograph: Tim Bishop)

London's romantic look

By Liz Smith
Fashion Editor

That eccentric mix of showmanship and hard-nosed sales tactics that is London Fashion Week is with us again.

All the customary razzamatazz that the clothes industry feels compelled to put into action to sell its wares, and which seems to come so naturally to London's uninhibited trendsetters, was announced yesterday at a preview of British designers' styles for spring and summer 1988.

Fashion Week starts on October 9.

London will be host to an estimated 6,000 international buyers and professional observers who regularly make it a stop on their fashion itinerary, fitted between the Milan and Paris ready-to-wear shows.

The four-day schedule of fashion shows and parties that make up Fashion Week climaxes with a government reception at the Banqueting Hall in Whitehall on October 12, when Lord Young of

Grafton, Secretary of State for Trade and Industry, presents the British Fashion Council's prestigious Designer of the Year Award.

The top designer shows will be held in a marquee outside the Exhibition Centre at Olympia in West London.

The London Look emerging for 1988 is short and romantic. Top designers are united in their continuing love affair with black and white, which for spring they mix with pale pastels, or spark with sharp flashes of primary colour.

Officer's ferry light warning

A senior officer of the Herald of Free Enterprise gave a warning 10 months before the ship sank that ferries needed warning lights on the bridge to show if the bow doors were closed, the Zeebrugge ferry inquest was told yesterday.

But the ferry's senior master, Captain John Kirby, who was also the ship's safety officer, thought the system existing at the time was satisfactory.

At the inquest in Dover on 188 of the victims, he said he did not attach any significance to the suggestion.

Captain Kirby, who told the jury he had been demoted to master after "criticisms made against me at the public inquiry into the disaster", said he could not remember which of his officers made the suggestion.

It came after a superintendent in charge of building new ships was "caught on the hop" and asked Captain Kirby "on a day in May 86" to come up with suggestions for the bridge of a new vessel.

The captain wrote to masters and chief officers on board the Herald and supplied blank paper for replies.

"Now anything about the bow doors or lights assumes an incredible significance. At the time I was perfectly satisfied that our system was working satisfactorily", Captain Kirby said.

As the inquest continued, a conference on safety at sea was told that no ship should rely for its safety on one man, as the ferry had done in the case of the seaman responsible for checking the bow doors.

Mr Gosta Kaudern, a member of the Maritime Investigation Commission in Sweden, also told the conference in London, organized by the specialist journal, *Cargo Systems*, that boredom could cause accidents.

"Routine is a most dangerous factor, which must always be under observation", he said.

The conference was told that to combat accidents on ferry services between Hong Kong and Macao, checklist procedures similar to those operated on aircraft had been introduced.

Best weeps as counsel tells of wrecked career

By David Cross

Mr Keith Best, a former Conservative MP facing deception charges, yesterday broke down in tears in the dock when he heard his defence counsel say that his promising career had been shattered.

Mr Robin Simpson, QC, told Southwark Crown Court, south London, that Mr Best had represented his constituency in Anglesey for eight years and had been an MP with a promising career ahead of him. In addition he was a practising barrister and a major in the Territorial Army.

"Do you think honestly within your own hearts and minds that he would run the risk of throwing that away if he had thought that what he was doing was dishonest?" he asked the jury.

Mr Best, aged 38, who was MP for Ynys Mon, North Wales, until he stepped down at the June election, denies three specimen charges of dishonestly attempting to obtain 2,400 British Telecom shares in November 1984 by using variations of his name as well as different bank accounts and addresses on the application forms.

Mr Simpson said that he was not trying to deflect the jury from reaching a proper decision. "But it doesn't matter whether he is a plumber, a bus conductor, a barrister or anything else. He did the honourable thing by resigning."

Earlier, the court was told that Mr Best had gone into deficit on three separate bank accounts to pay £19,500 for initial instalments on a total of 39,000 BT shares. He had not received all of these shares because the offer was oversubscribed.

During yesterday's hearing Judge Butler said the original charges of dishonestly obtaining property by deception could not be proved against Mr Best. The prosecution now

accepted that he should face the lesser charges of dishonestly attempting to obtain more shares than he was entitled to.

Mr Julian Bevan, for the prosecution, explained that to prove the person had obtained property by deception, the Crown had to show that the deception practised had operated on the mind of the person deceived.

However, it was clear from the evidence that the accountants who had scrutinized the shares for possible multiple applications in November 1984 had not had a sufficiently large staff to review all the hundreds of thousands of applications within the allotted time span. "The Crown cannot say that the applications Mr Best submitted were reviewed by anyone."

Mr Bevan said that the prosecution had to prove that Mr Best knew the terms and conditions of offer on the shares.

He said that Mr Best, who as a barrister was a plainly intelligent man, must have known from reading through the prospectus that he was entitled to apply for shares only once.

The fact that he had gone to "extraordinary lengths" to use variations on his Christian name, different addresses and different bank accounts was designed to disguise the fact that he was making multiple applications.

"This whole scheme was drawn up with some care", Mr Bevan said.

It might be true that making multiple applications for shares had been commonplace in the City and elsewhere before the British Telecom privatization in 1984. "But could the jury say that the practice was an honest one?"

The jury is expected to consider its verdict today.

Win will buy new car

A new car is the priority for the winner of £4,000 in our Portfolio Gold competition. He is Mr Mark Smith, aged 19, of Raymond Close, Abbots Langley, Hertfordshire.

Mr Smith, a transport planner with a haulage firm, the

first job since full-time education.

He said: "It was also the first job I applied for and I feel I was rather lucky."

"I am thinking of spending most of the money on a new car and saving some."

Any reader wishing to play Portfolio Gold can obtain a card by sending a stamped addressed envelope to: Portfolio Gold, The Times, Blackburn, BB1 6AJ.

Portfolio

only winner in yesterday's game, said he had been playing the competition regularly. He has been reading *The Times* since he started work about 18 months ago in his

Cleveland inquiry Doctor tells of missing notes

By Peter Davenport

Eight months after the start of the child sexual abuse controversy in Cleveland, precise details of how all the youngsters came to be admitted to the hospital where they were diagnosed are still not available. It was disclosed yesterday.

On the twenty-eighth day of the judicial inquiry at Middlesbrough, Mrs Justice Butler-Sloss said she still did not know how and why children had been admitted to Middlesbrough General Hospital in the first place.

She asked lawyers involved in the hearing to prepare the information as it was an "absolutely vital part of the inquiry."

Mrs Justice Butler-Sloss said there had been a perception among the public that a diagnosis of sexual abuse could be made "out of the blue" when children had been taken to the hospital for non-related conditions.

The inquiry was also told yesterday by Dr John Drury, the unit general manager at Middlesbrough General Hospital, of difficulties he experienced in obtaining full case records on the children diagnosed by Dr Marietta Higgs and Dr Geoffrey Wyatt, consultant paediatricians.

Dr Drury said that at the height of the controversy, it

A family split up for five months in the Cleveland child sexual abuse controversy was reunited by a judge yesterday.

Dr Marietta Higgs had diagnosed that a girl aged two and her brother aged one were sexual abuse victims. They were taken into care.

Yesterday Judge Hall at Middlesbrough High Court released the children from the care of Cleveland social services, giving control back to their mother aged 22 and the man with whom she had lived before the abuse diagnosis.

It became apparent that the proper admission procedures were not being carried out. Children were being examined for whom no admission documentation had been prepared, causing problems for nursing staff who did not know who was allowed to visit the youngsters or if the children could be removed from wards.

When a decision was taken to set up a regional panel of medical experts to provide second opinions on the children, he decided to recover all the relevant case notes.

But Dr Drury said that as medical records staff began their search for the notes, it became apparent that only half of them were in the records library. He ap

proached Dr Higgs and Dr Wyatt, requesting all records in their personal possession including X-rays, photographs and other documents.

The two doctors said they would need advice but later said they would comply with the request.

They first delivered 77 case notes. The doctors were reminded of the need to supply photographs of the children involved, and 351 slides relating to 84 children were delivered.

The initial decision to compile records had been taken on June 22, but by the beginning of July, Dr Drury said, it was clear that there were still 33 sets of case notes missing and a list of names was supplied to the solicitor to the local health authority, who wrote to lawyers acting for the two doctors.

Further personal and written requests followed but by July 7, 30 sets of records were still missing and eight days later 27 were still adrift. Dr Drury said that other notes had continued to come into his possession since the beginning of the inquiry, the last set appearing on September 7.

He said that in some cases admission procedures had not been adhered to.

The hearing continues today.

He said: "Children need to be kissed and cuddled and sometimes to share a bath with mummy and daddy."

The society intends to distribute 750,000 copies of its booklet, *Protect Your Child*, to parents. It tells parents which organization to approach if they suspect their child is being abused and explains parents' rights.

Fearful parents are given guidance

A £250,000 campaign to counteract parents' fears and confusion about child sexual abuse was put in motion by the National Society for the Prevention of Cruelty to Children yesterday (Our Social Services Correspondent writes).

The campaign is intended to take the sensationalism out of child abuse and give parents

rational advice about coping with suspected abuse.

The society said yesterday that many members of its child protection team had been approached by parents who were worried about how far they could go in showing affection to their children.

Dr Alan Gilmour, director of the NSPCC, urged parents not to be discouraged from expressing their affection.

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Kinnock demands discipline and realism

The Labour Party must have discipline in its conduct as well as realism in its policies, Mr Neil Kinnock, the party leader, told delegates yesterday.

Speaking at the party's annual conference in Brighton, he emphasized the importance of the review of policy that this conference has set in train, a review that would "spread across the whole field". This was the act of a party that was not attracted by the "purity of powerlessness".

He denied that the review was a betrayal of socialist principles, saying that after three election defeats it would be a betrayal not to examine their policies.

They needed to appeal to all voters, to the relatively affluent and secure, not only to their "natural vote" of the less fortunate.

One useful purpose for defeat: instruction

Mr Kinnock told the party that its conference was dominated by the fact that they met in the shadow of defeat.

"Indeed, it is that fact which... dominates our agenda, sets our agenda."

"Out of that defeat we must build victory. We do not therefore go into a period of mourning for that which will be self-indulgent. Instead, we use defeat for its only useful purpose: instruction."

"We learn from our defeat. We learn hard enough and deep enough to ensure that it is the last defeat that will be inflicted upon our movement" (applause).

The need for learning and instruction was well understood by the party as it had demonstrated by the overwhelming votes on policy review on Monday.

There were features of the election which provided foundations of confidence.

They had increased the number of women MPs and they had achieved the election of four black MPs, seeing to it that they would begin to have a multi-racial Parliament to reflect society (applause).

The campaign had given people throughout the movement energy, pride and confidence. Those feelings stayed with them even in defeat.

"That is the spirit in which we shall undertake this review and that was the spirit in which the conference took its decision

yesterday. That review will be thorough. It will spread across the whole field of policy, leaving nothing out.

"It will ensure that the programme we develop in this party is directly related to conditions we shall encounter before and during and after the next election on which we get the chance to bid for power, in the next election."

It appeared, however, that there were still some who were timid about the idea of review. They seemed to have "Do Not Disturb" notices hanging on their minds.

The very activity of examination was described by them as a betrayal of their fundamental principles.

"I have a very different opinion of review. I believe that after losing three general elections, any serious political party that did not undertake the assessment, undertake the review, undertake the examination, and do it honestly, would betray its policies, principles and its people" (applause).

They were not afraid to examine, to think, to test their beliefs against the realities because these beliefs were, in the first instance, rooted in the realities that they encountered. That was the elementary appeal of socialism.

They were not the sort of people who would accept the discarding of socialist values and they were not going to accept advice, some of it malicious, some of it hysterical, that they should jettison everything they had stood for on June 11.

They would not be doing that or pursuing the pipe-dream of electoral pacts and chasing the non-existent pots of political gold at the end of rainbow coalitions (applause).

"Ours is a socialism that does not just recoil from the ugliness of racism or the insult of sexism. It actively engages itself in combating both" (applause).

It knew that while the market was an adequate system for deciding the price and availability of many goods and services, it was not and would never be an adequate mechanism for deciding upon the quality and supply of health care and education (applause).

The market alone would never be adequate for determining the quantity and quality of investment in science and the arts. It would never ensure the flow of investment in machines, people and ideas necessary to sustain long-term economic growth and the employment which went with it.

Those were the values basic to socialism and the nature of the

party. They were the purposes they wanted to put into practice. They were there to be put into practice, not into storage. They would have to be matched to the circumstances of the coming years. That was common sense and anyone who did not think so should heed the warning of Anwar. Even to "guard against the old words, for the words persist when the reality behind them has changed... We become the creatures and no longer the partner of social realities."

In the past few days he had heard such a recognition of reality described as "retreat", "defeatism" and "pumpkin yuppies". It was not that, but simply understanding the increasing doubts of people not necessarily young or particularly mobile, who, in any event, had not voted Labour.

Ron Todd had made the point with deadly accuracy two months ago when he asked what to say to a dockworker earning £400 a week, owning house, car, microwave and video and a small place near Marbella. "You do not say: 'Let me take you out of your misery, brother' (laughter)."

He had not been suggesting that they trail along in the wake of something called popular capitalism but was facing a question for the party with admirable candour which he (Mr Kinnock) recommended they must all face, to have an effective response to the changes taking place in society.

The dockers of whom Ron Todd spoke could rightly feel comfortable and secure, satisfied with his conditions — and the best of British luck.

But even with his wages and even with his security and comfort, he still would not be able to provide the comprehensive care and special housing

Party will not accept discarding of socialist values

and sheltered accommodation which an ageing mother or father might need.

The Government's hostility to collective provision was presented as a "Big Idea", taking its place among the great political principles. But what was the Big Idea and how did it stand up to the examination of the real circumstances?

How, for instance, did the Big Idea address the problems of a generation of children facing greater challenges than any generation had known before? How did it face up to the cuts in education?



Mrs Joan Ruddock (left), Miss Brenda Dean and Mrs Glenys Kinnock in Brighton yesterday where they were distributing copies of *One World*, a paper that campaigns on development and peace issues (Photograph: Chris Harris).

What did the Big Idea have for the inner cities? It had a galaxy of initiatives, task forces and schemes. It had got everything except money.

Then there was the jewel in the crown of the Big Idea — privatization.

It was a scheme which had turned Jaguar Cars into an American-owned company, was turning Rolls-Royce into a Japanese enterprise and British Petroleum into anything but British.

Now they had John Moore's Big Idea to move people away from dependency. It sounded attractive. The human taste was always for self-reliance and if he was going to end dependence by ending need, the party would agree with him.

But Mr Moore did not want to do that. He wanted to work from the other end and end dependence by ending provision. "It is teaching people to fly by pushing them off the roof."

The people who had got the Big Idea were Gorbachev and Reagan, Shultz and Shevardnadze. Their big idea was to withdraw intermediate-range nuclear missiles and to embark on reductions of strategic nuclear weapons.

That was a major purpose, but too major, too big an idea for the British Government. That was why they had tried to block every stride forward since Reykjavik.

Ms Thatcher said that the process had gone too far. But she was wrong. The attitude of the superpowers is that they consider that the progress has not gone far enough. And we, like the huge majority of humanity, agree with them.

In the area of disarmament and in many other areas the party would review its policies and the reviews would take their direction and their inspiration from the party's values of compassion and concern.

There were many who understood the need to campaign for years and not just weeks. This applied not only to the obligations of campaigning but also to conduct. The party would be judged not only on policies, or the quality of its campaigns, but on the way they acted as people and as a party.

In the wake of their third election defeat there could be few who would not comprehend the need to be convincing in all three areas — policy, campaigning and conduct.

That would require self-discipline, the self-discipline of not promising so much that it destroyed the credibility of the promise.

When the demand for unity was made, the question would be: "Unity on whose terms?"

Teaching people to fly by pushing them off the roof

plaine, the self-discipline of not promising so much that it destroyed the credibility of the promise.

When the demand for unity was made, the question would be: "Unity on whose terms?"

Delegates want more emphasis on preventive medicine

The growing concern, particularly among women, about the lack of preventive medicine provided through the National Health Service was reflected in three motions overwhelming carried by the conference.

Mrs Gwyneth Davies, MP for Carmarthen and Nanwrith, speaking for the national executive committee in the debate on health, said: "Only when the National Health Service, properly funded, and properly staffed, is a prevention health service and not an illness service, will we begin to serve the people of our communities well."

The first motion stated that the heavy reliance of the health service on cure rather than prevention was detrimental to the health of the nation. It was outrageous that comprehensive screening for cervical and breast cancer for women had been halted because the Tories had funded the service of adequate funding.

The second condemned the idea, which was gaining credibility in some areas of the health service, that health care should be rationed on the basis of a patient's worth to society. All patients should be treated on the basis of need.

The third condemned the practice of many health authorities of refusing to provide free pregnancy testing and instead advising women to purchase test kits from chemists.

Mrs Dawoody said that 40 years ago next year the health service was created. Its terms of reference were to ensure that everyone irrespective of means, age, sex or occupation should have equal opportunity to benefit from the best and most up-to-date service available. The service would celebrate that birthday under attack from every quarter.

The Tories, she said, had introduced a new form of rationing. There was rationing by under-funding, by charges, by inadequate levels of service and cash limits. Cash limits had been introduced at first into the hospital service where they were easy to administer. But now there would cash limits in the general practitioner service.

There was total cynicism on the part of the Government when it took the good idea of community health care and turned it into a straightforward way of saving money.

ABORTION ACT Alton Bill dispute

By Our Political Correspondent

The Labour leadership threw its weight, yesterday, behind the gathering campaign to crush the latest effort to tighten the abortion law.

It said that it would oppose the move by Mr David Alton, the Liberal MP, to introduce a private member's Bill reducing the legal limit for termination of pregnancy from 28 weeks to 18.

Labour's determination to fight Mr Alton's Bill was set out in a statement from its ruling national executive committee and overwhelmingly endorsed by the conference yesterday without debate. It

was drawn up at the prompting of Miss Jo Richardson, the Shadow Cabinet spokesman on women's rights.

"Labour stands by the Abortion Act. And, while respecting the individual right of conscience of our party members, we will defend that Act, in keeping with the established policy of the Labour Party," the NEC said.

Labour argued that cutting the time limit to 18 weeks was a "drastic" step that would mean an end to many abortions carried out because the fetus was severely deformed.

Mr Hector MacKenzie, Confederation of Health Service Employees, said that in the health service what were heresies yesterday were becoming serious proposals today.

The Government was trying to create the impression that the health service was inefficient and thus forcing people into private medicine.

Mr John Moore, Secretary of State for Social Services, had recently visited the United States and looked at their health provision. Next week's Tory conference would be the launching pad for an attack on the health service with proposals for sweeping away all vestiges of a free service and the replacement of it with an insurance system on the American model.

WELFARE

Party to fight all the way

By Richard Ford Political Correspondent

Labour party delegates yesterday promised to fight to any Government plans to encourage greater individual independence and reduce the state's role in health and welfare provision.

The party's health and social services spokesman was loudly cheered when he pledged that they would "fight every inch of the way" any attempt by Mr John Moore, Secretary of State for Social Services, to break up the welfare state.

Mr Robin Cook said: "We are not going to make it easy for John Moore to make his bid for the leadership of the Tory Party out of the sacrifices of the pensioners and the disabled."

He asked why Mr Moore's ideas for shifting the balance of welfare provision towards greater individual independence, outlined in a speech at the weekend, had not been in the Conservative Party manifesto to enable the voters to decide if they wanted to "bury the welfare state".

The party would not let Mr Moore get away with a breach of contract to the pensioners, Mr Cook told delegates during a party conference debate on welfare policies.

The Conservatives had shown it was possible to redistribute income to reward the rich and punish the poor and when in power Labour must show the same determination as the Tories had to protect their own supporters.

Delegates accused Mr Moore of being Dickensian with his ideas on welfare provision, but overwhelmingly rejected an NEC motion to demand a referendum on a Labour government to guarantee that old age pensions should be linked to the average national wage and to introduce a range of benefits including a heating allowance, a reduced-price television licence and the right to a free bus pass.

Miss Jo Richardson, MP for Barking, replying to the debate on behalf of the NEC, said that one of the greatest tragedies of Labour's election defeat had been that women, black people, the disabled, lesbians and gays, now had no prospect of achieving the equal opportunities which they deserved.

The Conservative Government, which falsely claimed to support the principle of equal opportunities, was deliberately undermining the efforts of the previous Labour government to promote those opportunities.

She said the Government was directing its efforts to rolling back the welfare state and allowing the voluntary bodies to fill the gap. It amounted to abandoning the disadvantaged to their own devices.

Women were being forced to give up their jobs and return to the traditional underpaid and undervalued work in the home. The Conservatives were allowing the few to prosper at the expense of the many poor and underprivileged.

Business today

The conference begins today in closed session, hearing a statement on the expulsion of a Liverpool Militant and dealing with party finances and membership. In open session, debates are due on women's organization, education and training, social ownership, the economy and on trade unions and employment rights.

conference had approved the day before, Mr Kinnock promised, "spread across the whole field of our policies". He has the authority to ensure that it does. The extent of his personal power has been evident at this conference.

It comes partly from the party's weakness — if he fails then its position will be perilous indeed — and partly from the belief that he conducted himself so well in the campaign that he is not personally to blame for the defeat. It has been confirmed by the elections to the new national executive committee, and his remarks yesterday about discipline within the party suggest that he will not be inhibited from exercising his authority.

Yet it is one thing to win support in principle for the idea of new thinking. It may be rather different when uncomfortable new thoughts come along. And has Mr Kinnock himself got the stomach for thinking afresh on the most sensitive and critical issue of all both for the party and for him personally: that of nuclear defence?

We shall have to wait therefore to know how far he is willing and able to lead his party. But he sent the right general signals yesterday.



Mr Kinnock: How does the Big Idea stand up to comparison with the real circumstances?

ATTACK ON STUART BELL

MP in Cleveland child crisis accused of being irrational

By Nicholas Wood and John Winder

Mr Stuart Bell, the Labour MP who championed the cause of parents caught up in the Cleveland child abuse controversy, was bitterly attacked for his role in the affair at the Labour conference yesterday.

Mr Bell, MP for Middlesbrough, who obtained a judicial inquiry into the rash of allegations, was accused of a "kneejerk reaction".

The "overwhelmingly male" parliamentary party also came under fire from the floor of the conference for allegedly accepting that children are the property of their parents and, by extension, of their fathers.

land social services department. The tirade against Mr Bell, to applause from delegates, was led by Miss Lynn Levy, of Bristol, and backed by Miss Claire Short, a Labour frontbencher and MP for Birmingham Ladywood.

Miss Short said that the law should be changed so that people suspected of abusing children could be removed from their homes and neighbourhoods.

Miss Levy said that it was shameful that the issue of child abuse had taken so long to get on the agenda. "It has only got on the agenda because of the prurient, muck-raking, anti-social-worker attitude of the press." She described as shameful "the ill judged, irrational intervention of a male Labour MP whose kneejerk reaction caused fur-

ther hurt and damage to young children".

Miss Short said that the publicity resulting from the Cleveland cases had set back efforts to combat child abuse.

After the debate, Mr Bell appeared unperturbed by his critics. He said: "I am not unduly worried about criticism. My job is to stand up for my constituents."

"What I had to do was to bring the crisis to an end. The Cleveland crisis is over. I participated in diplomacy that brought a public scandal to an end."

"I am very proud of my record. I gave up my frontbench job to help my constituents. That is not a kneejerk reaction. All the evidence I am hearing from the inquiry does not controvert anything I said."

"Claire Short is a person I have a great deal of respect for. She is very emotive and gets emotionally involved herself. I thought the best speech was by Joan Lester — who knew what she was talking about."

Mr Bell, who was hissed from some sections of the hall, had told delegates that events in Cleveland raised questions about the absence of prosecutions.

The crucial issue was who had power over children. Labour was not an anti-family party but it would ensure that those who perpetrated such heinous crimes were prosecuted.

In the debate, Miss Lester said: "We have to strike a balance between the rights of children and of the family, but in my book the rights of children are paramount."

Mr Kinnock's speech yesterday was potentially the most important he has delivered as Labour leader. He has sometimes before this spoken with notable courage, particularly when condemning the Liverpool Militants at Bourne-mouth. But this time he was using all his authority to tell his party that there must be a change of direction.

Labour, he was in effect saying to the conference, ought no longer to be a class party. He poured scorn on the idea that there were people who were "our natural voters". Democratic socialism had to appeal to the relatively affluent and secure as much as to the less fortunate in our society.

It had to take account of new realities, among which he numbered increasing home ownership, the change in the pattern of work from mass manufacturing to high-tech custom production, and many more people owning a few shares. The Labour movement would be fooling itself if it pretended that "a few million more people owning a couple of shares each will not make any difference to their perception of their economic welfare".

Labour would still believe in

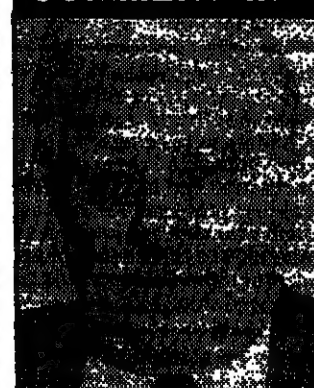
collectivist provision, but it would not be hostile to private industry. Indeed, it would "implement policies to make our economy efficient and competitive". Mr Kinnock went out of his way to commend those Labour councils which were "attracting and retaining and working in partnership with private industry in their areas".

Much of this may have been said before. So much of the running has been made by Mr Bryan Gould that this line of thinking is already known as "Gouldism". But it is the function of leaders to encapsulate a train of thought which they have themselves encouraged.

Unless they do so, the signal is sent that the party may be unsure how far the new ideas have become the official line, and those outside the party may not notice it at all.

Mr Kinnock has sent the message, in general but unmistakable terms. If it is acted upon, the Labour approach to politics will become very different. It would then become more modern and more relevant, something like a British counterpart to the Democrats in the United States, and would stake a serious claim to

COMMENTARY



Geoffrey Smith

the middle ground which the Liberals and SDP would love to have as their own.

But will the Labour Party respond to Mr Kinnock's signals? Will the potential importance of the speech ever be realized in practice? Unless it is followed by effective action it will soon be forgotten.

I would not criticise Mr Kinnock for that. This was not the occasion for detailed points of substance. But what chance is there that these will follow?

The policy review that the

Housing White Paper

Government is to end councils' role as large landlords

The Government yesterday proposed the deregulation of private renting and the ending of the local authorities' role in England and Wales as large-scale landlords.

The White Paper, *Housing: The Government's Proposals*, declared the Government's objectives to be: reversing the decline of rented housing; giving existing council tenants a choice of landlords other than local authorities; keeping up the momentum that has given the United Kingdom one of the world's highest proportions of owner-occupiers and ensuring public spending on housing is targeted better on disrepair in both the public and private sectors.

An innovation is to be the establishment of "housing action trusts" which will be empowered to take over all or part of an inner city council's housing, refurbish it, then sell it or pass it to another landlord such as a housing association.

No changes are to be made in the mortgage tax relief given to owner-occupiers in spite of calls for its abatement from both the right and the left.

A result of the Government's plans is that rents will rise across the board. Housing benefit, payable to tenants on low income, will, the White Paper implies, have to rise as well.

The Government's ambition is partly negative: to end the predominance of councils in the rented sector. "Too much preoccupation since the war with controls in the private rented sector, and mass provision in the public rented sector, has resulted in substantial numbers of rented houses and flats which are badly designed and maintained and which fail to provide decent homes."

It is also positive. "A more pluralist and more market-oriented system will ensure that housing supply can respond more flexibly to demand, will give the tenant wider choice over his housing and will allow greater scope for private investment and more effective use of public money."

The Government proposes for owner-occupiers:

- The extension of Right to Buy. At present, council tenants' discount is limited on recently built properties. This restriction will be scrapped.
- Home improvement grants to owner-occupiers will be reorganized. One result will be that home-owners awarded a grant will have to pay it back if they sell their properties

The end of councils' role as large-scale providers of housing was given in detail in a housing White Paper yesterday. The Government also wants to liberalize the conditions under which private landlords can let their property, in the hope that many new dwellings will become available for letting. But the rights of all existing tenants are to be protected. David Walker, Public Administration Correspondent, describes the main points of the paper.

within three years or if the sale price exceeds a certain figure. The Government wants councils and housing associations to set up schemes through which, say, an elderly owner-occupier might be helped to effect repairs.

The White Paper's plans for private landlords and tenants:

- No wholesale abandonment of the restrictions on the market in rental housing; the rent officer system will continue, all existing private sector tenants are to have their rights protected and should experience no change until their tenancy ends.
- To prevent landlords winding out existing tenants in order to re-let their property at higher rents, a new offence is to be introduced where the landlord harasses the tenants knowing that his actions are likely to lead to the tenant leaving. At present, the proof needed is that the landlord intends to get the tenant to go. The Government also wants to strengthen the civil law to enable tenants who have been evicted illegally or forced out by harassment to sue.
- New lettings by landlords to be either (a) "assured tenancies" with rents freely negotiated between landlord and tenants, but with security of tenure protected or (b) "shorthold tenancies" with no security beyond the period of the lease, but with the tenant able to apply to the Rent Officer to register the rent. The Government envisages that assured tenancies will bring in many new landlords who will not, as at present, have to be vetted by the authorities before they can let.

For housing associations, the White Paper says:

- Government grants are to

be cut, forcing them to go to the City and financial institutions for loans. Rents for housing association tenants will in future be higher; new lettings will be as "assured tenancies", described above.

● They will move into council estates, taking over the ownership and management of council properties where tenants wish it.

For local authorities, the plan is:

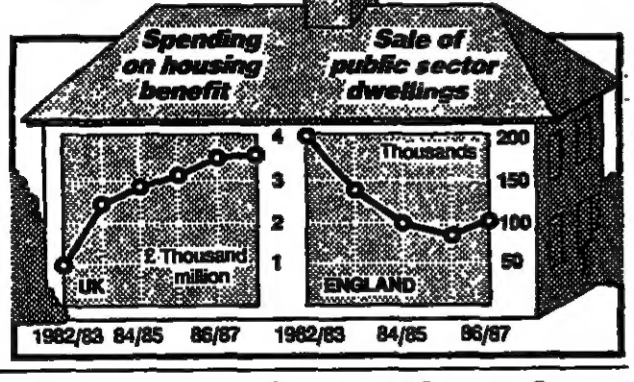
- A considerable reduction, in the long run, in their role as landlords to 4½ million households, where 13 million people live. Meanwhile, they will be expected to run their housing more efficiently, and put more money into schemes to improve the physical condition of their stock. There may, the White Paper hints, be some lightening of the restrictions on councils' ability to re-cycle the proceeds from the sale of their housing to tenants.

● Council tenants will have the right to change the freehold of their property to another landlord, whether private sector or non-profit housing association.

The Government plans to establish housing action trusts:

- Modelled on the urban development corporations, they would be Government-appointed bodies with the power to take over council housing. No details are given of how many are to be set up, or their total expenditure. They will promote the growth of tenant co-operatives and try to motivate people to take more responsibility for their housing.

Housing: The Government's Proposals, Cmd 214, (Stationery Office, £3.30).



Special graffiti hearings

By Craig Seton

A special court is to be held in the West Midlands after police traced gangs of graffiti artists who are thought to have damaged buses in Birmingham.

Sixty-one people, aged from 14 to 24, will face charges at the court in Solihull on November 10 of criminal damage.

Many of those arrested during the two-month police operation were traced after officers identified special "tags" or nicknames sprayed on the side of buses operated by West Midlands Travel.

Vandalism on the city's 1,600 buses cost about £1.4 million last year.

Superintendent Richard Fowler, of Acocks Green police, said graffiti vandals were a new social problem in Britain.

"They tag buses to identify their territory," he said.

"Sometimes you can get as many as 10 working on one bus in a garage. Just as a plague of locusts can strip a field in minutes, they can cover a bus, the roof, the side panels, inside, on the seats, everywhere, in minutes."

"They use spray cans because they are so quiet. When they get time to work on the wall of a factory, they can be quite artistic, but it is still vandalism."

Inner city district strives for new life

By Craig Seton

An ambitious inner city campaign starts today to transform the image of the Balsall Heath area of Birmingham as a derelict, red light district overrun by prostitutes, pimps and kerb crawlers.

At a launch party for residents, local businessmen and councillors tonight, a firework display will spell out the word "Aspire", the new motto for the Balsall Heath is Beautiful Campaign.

At its heart is a project started in Balsall Heath, a multi-ethnic area, 15 years ago, long before inner city renewal became politically fashionable, and which unashamedly preaches the kind of self help of which Mrs Margaret Thatcher approves.

The St Paul's Community Project has struggled to overcome the blighted image of Balsall Heath, where unemployment reaches 40 per cent, and promote the district as a "village" community capable of its own regeneration without the help of massive government funds.

The project now runs its own daily nursery school for 50 children, an independent secondary school for 30 pupils with educational difficulties, a city farm which sells produce to local shopkeepers, a community newspaper and a resource centre designed to prepare local youngsters for the jobs market.

Last year the group held a conference on ways to campaign for houses to be renovated rather than knocked down, areas to be cleared of rubbish, green spaces to be created, local businesses encouraged and for more professional people to be attracted to the area.

The project, which operates as a charity, has a full-time staff of 28 and runs on an annual income of about £330,000 70 per cent of which comes from the city council. The rest is raised locally or through charities.

Its activities are overseen by a board of local people, 50 per cent of them from the mainly Asian ethnic groups.

Dr Dick Atkinson, aged 49, the director of St Paul's and a former sociology lecturer at Birmingham University, said: "Money is important, but it is not the only answer for the inner cities. In that respect Mrs Thatcher is right."

"If you keep throwing money at the problem, some of it will go down the drain. If you use it sensibly, you will need less of it."

Dr Atkinson said Balsall Heath was identified in the 1981 census as being in the worst 2 per cent of deprived areas in Britain.

Since then local people of all races had come to believe that Balsall Heath could be a pleasant place in which to live.



The Geneva experts: Signor Osvaldo Patrizzi, Mr Pal Szagethy, Dr Géza von Habsburg, Mr Georges de Bartha, Mr David Feldman and Mr Ian Blowfield

Hapsburg archduke challenges the art world

By Sarah Jane Checkland
Art Market Correspondent

The House of Habsburg rises again on November 7, in the form of a new auction house in Geneva run by Archduke Géza von Habsburg, great grandson of the Emperor Franz Josef.

Gone are the days of laying low entire kingdoms: these conquerors are aiming at the art collector.

As the glossy brochure says, he or she is "now offered an alternative to the English auction houses that have monopolized the market since the

beginning of the nineteenth century."

This ambitious venture entails the combined forces of the archduke, who was head of Christie's Geneva from 1966 to 1984, and David Feldman, an Irish entrepreneur with a string of record prices to his name for his postage stamp sales in Geneva. He made the *Guinness Book of Records* for one that fetched \$1 million.

Auctioneers are never ones to deny the persuasive powers of a name. (Phillips has just announced that the archduke's cousin, Maria von Habsburg, will represent it in Portugal).

But the auctioneer archduke insists that his expertise is what counts. "I am the only one who is artistically-minded among the 250 Habsburg males living today."

"David Feldman is a brilliant financier" the archduke, who calls himself Dr Géza and is nicknamed the Great Geezer in the trade, says. "He contacted me in Palm Beach last year, and said: 'I have been dreaming of building up a major auction house, will you join me?'"

The effect of Feldman's financial genius seems to have been to complicate definitions. "Our philosophy is

to provide a comprehensive service for the collector," Mr Feldman says. "We will give extensive advances; we will act like bankers. We will be half way between auctioneering and dealing." Asked whether this will confuse their obligations to the buyer (dealers have to give refunds if they sell a fake; auctioneers do not), he says: "We will give a five year guarantee. If we sold a fake we couldn't get away with it. There is much more surveillance of the auctioneers here compared to Britain." (Photograph: Graham Wood).

Saleroom, page 18

Roads report

Lorries cause £600m damage a year

By Martin Fletcher, Political Reporter

Heavy lorries, many overloaded, are causing at least £600 million in damage to roads and bridges each year, a report said yesterday.

Although the Government has been aware of the growing problem for nearly 20 years the Department of Transport had failed to adopt obvious measures to alleviate it, the report by the independent National Audit Office said.

It also said that nearly a quarter of the 55,000 bridges on Britain's smaller roads may be too weak to take safely the heaviest lorries, and that to strengthen them would cost between £600 million and £700 million. Preliminary estimates indicated that a further £150 million needs to be spent on bridges on major roads.

The report, which will go to the all-party Commons public accounts committee, says the increased maximum weight limit of 38 tonnes introduced in 1983 has brought benefits through reduced haulage charges, but that damage to roads and bridges amounts to more than £600 million a year.

Further unquantified dam-

age is caused to buildings by vibration, and to underground pipes and installations. British Gas alone spends £195 million a year on mains repairs, and attributes a third of these to heavy traffic.

The audit office says £100 million could be saved through fitting heavy lorries with improved suspension systems.

The Department of Transport has known this since the early 1970s but has done little about it. Six years after an independent inquiry called for government action, a research programme was finally begun last year.

The audit office also points to the lack of reliable surveys by the department on the extent of overloading, but believes this could be causing £50 million of damage annually. Surveys suggest that up to 22 per cent of lorries exceed the limits.

The report laments the lack of a national enforcement strategy against overloading. It says the department's programme for the installation of "dynamic weighbridges"

which allow a vehicle to be weighed while moving is five years behind schedule, and that only 75 per cent of those that have been installed are operational.

Little use is made of road sensors which have been widely available for years, and the average fine of £129 for overloading has little deterrent effect when a contractor can make an extra £10,000 from running a 38-tonne lorry 10 per cent overloaded for a year.

Further considerable savings could be achieved if the "damaging power" of heavy vehicles was more accurately assessed. The need for more and better data had been recognized for 20 years, the report says, yet research was being hampered by "minimal resources".

In 1982 the department restructured road tax to encourage hauliers to use less-damaging vehicles, however this has had little effect.

The report concludes that "despite the concern that has been expressed about heavy lorries over the last 20 years,

there are still significant gaps in what is known about their adverse effects or what can be done to contain or reduce them."

Research had too often been postponed or curtailed. However substantial savings could be achieved if the enforcement authorities took full advantage of technology and if hauliers were encouraged to use less damaging vehicles.

"Much remains to be done in carrying out essential research, and developing and exploiting new ideas. The potential return is considerable."

The Road Haulage Association yesterday agreed that stricter enforcement was needed to prevent deliberate overloading.

However, the association claimed that a lot of overloading was accidental because of the problems of checking. It is campaigning for a defence of due diligence in cases that reach court.

Department of Transport - Regulation of Heavy Lorries. National Audit Office (Stationery Office: £10.60).

Official's expletive not deleted

Members of a local authority were astonished when they read council minutes and found their business described as "bloody boring".

The comment was made by an officer dictating a repetitive minute for the agenda of a meeting of the leisure services committee of Mansfield District Council in Nottinghamshire.

It reads: "Resolves that under the provisions of Section 100 (A) (4) of the Local Government Act 1972, the Press and public be excluded from the meeting for reasons of the likely disclosure of exempt information as defined in paragraph 8 of part 1 of schedule 12a of the said Act. How bloody boring."

Yesterday, after the embarrassed official apologized, the council said: "He happened to dictate what he thought to his secretary and it has come through on the agenda. In the pre-agenda meeting everybody took it in good heart but it was supposed to come off afterwards. Unfortunately, it has gone for full circulation."

Currie urges company chiefs to check their drinking

By Thomson Prentice, Science Correspondent

Business executives who drink in the boardroom were criticized by Mrs Edwina Currie, Parliamentary Under-Secretary of State for Health, and others at a conference on alcohol and drug abuse yesterday.

The executives who decide what policies on alcohol their companies should adopt should look at their own drinking habits as well as those of their employees, she said.

Mrs Currie was supported by Lord Ennals, former Labour secretary of state for social services. He told the conference: "I am horrified at the number of highly placed executives I see drinking away at lunchtime when they should have three or four hours more work to do."

"There is a lot of hypocrisy and we should look as carefully at the members of the board as at any member of the workforce."

Another expert on alcohol and drug abuse, Mr Hugh Duffy, said at the conference in London: "Most of the bars

in the City are full at lunchtime and there is a vast amount of alcohol being thrown down throats. But we all know the City doesn't close at midday."

Britain spends more than £35 million a day on alcohol consumption, but the annual cost to the country of alcohol abuse has been estimated at £1,680 million in sickness absence, hospital treatment, unemployment and premature death.

An increasing number of companies are introducing policies to help their employees avoid drug and alcohol problems. Mrs Currie said: "It is the responsibility of companies to take preventive measures."

"Key employees in positions of crucial importance to the company are often those who are affected. It is a myth to think that drug misuse is confined to young people."

"A sensible policy is one in which the needs of our country to have a strong economy with competitive businesses and

industries, and the needs of the individual all should be taken into account."

"A company should be a caring and responsible employer, not just a punishment agency if someone is caught abusing drink or drugs."

She added: "It will do no harm for members of the board who are deciding alcohol policies to look around the boardroom first."

Mrs Currie defended the Government's plans to extend licensing hours in England and Wales to an all-day opening basis similar to that in Scotland. But Lord Ennals said he would vote against such legislation when it came before the House of Lords.

"We take the view that whatever the circumstances in which alcohol is available, individuals are more likely to take a sensible attitude if they are provided with information about what alcohol does."

"All the legislation in the world is not going to stop someone destroying himself."

Tax drive comes unstuck

Emergency measures had to be taken yesterday when a van being used to launch a car tax campaign by police and the Department of Transport was found without a tax disc of its own.

The van carried a huge placard with the slogan: "Check that your vehicle is taxed. Don't risk a heavy fine." Its illegal state was noticed at Gwent police headquarters in Cwmbran where the government campaign was launched.

Officials had to go to a post office to get an emergency disc covering the van until the end of the month. The penalty for failing to display a disc is £100.

The Department of Transport said: "Everyone is highly embarrassed about this. The vehicle had been taxed but for some reason the disc was missing from the windscreen."

Jobless lose tea centres

The Conservative-controlled Berkshire County Council plans to close three centres for the unemployed in Reading, Newbury, Slough and Bracknell because councillors say they are no more than coffee and tea bars.

They were set up in 1982 to give the unemployed a place to discuss their problems but the council says the £31,000 annual grant could be better spent on job training and other schemes.

Mayor resigns over charges

The mayor of Cambridge resigned yesterday after being charged with five indecency offences. Mr Terry Sweeney, a Labour councillor, aged 46, of Brampton Road, is to appear before magistrates on Monday, October 26.

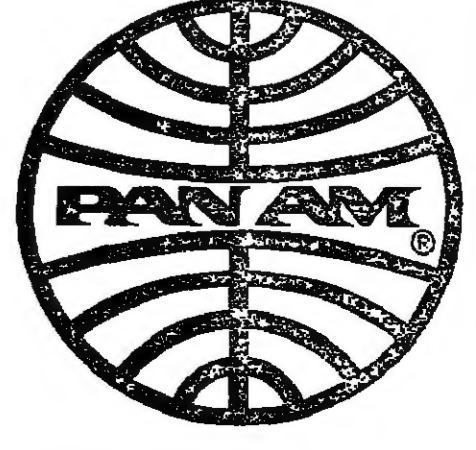
In a statement he said: "I have resigned the majority to allow me to concentrate on defending myself."

War honour

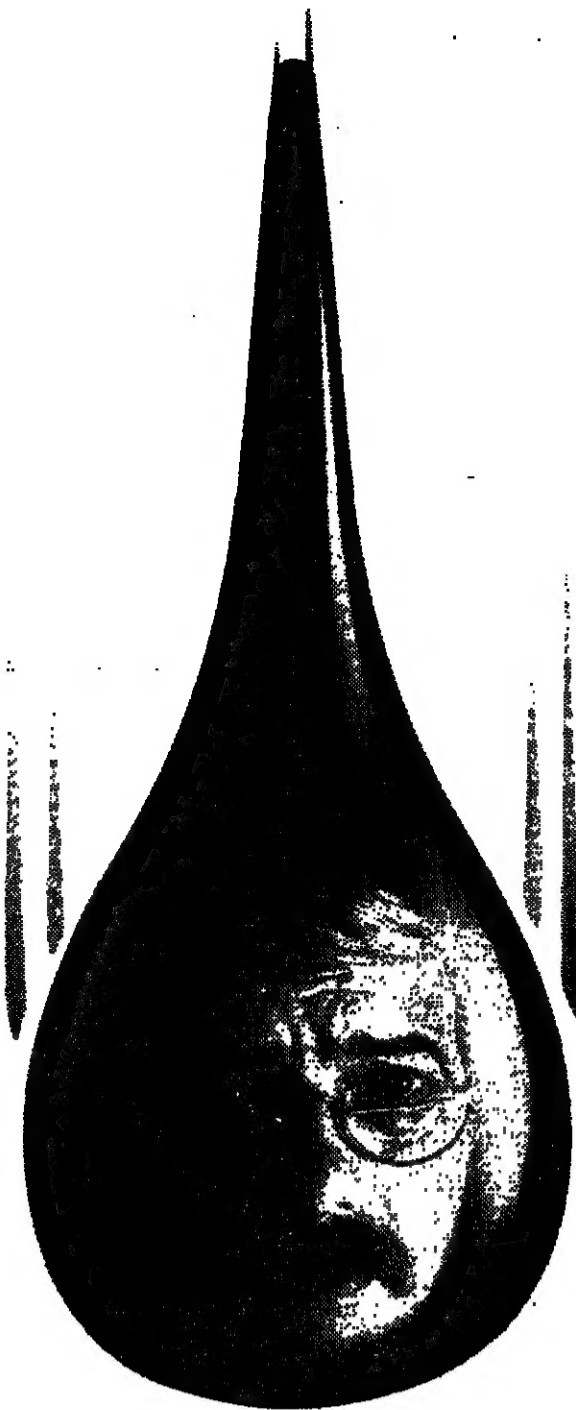
The name of an Army NCO who died in Northern Ireland 14 years ago when his car was bombed by the IRA has finally been added to his village's war memorial. Sergeant Freddie Drake, aged 25, of Mundford, Norfolk, was killed in Co Armagh in May 1973. His family delayed adding his name to the memorial for fear of reprisals.

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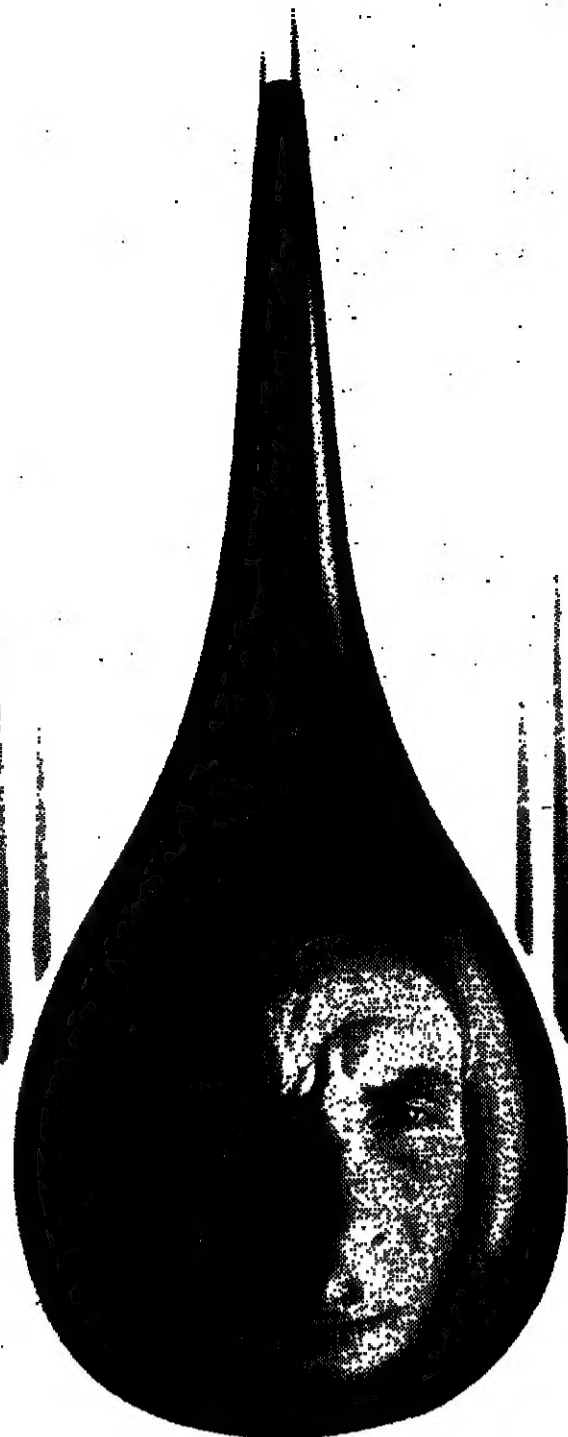


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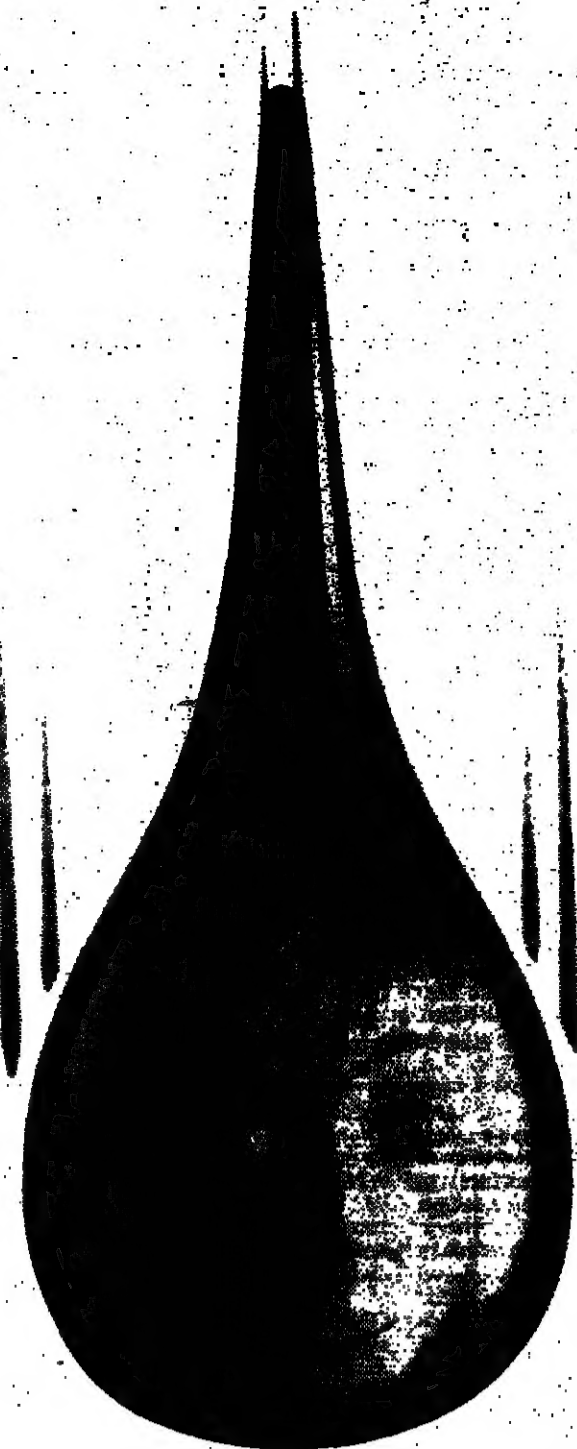
PRODUCTION DIRECTOR

As long as he gets his products out the door, he doesn't care how much energy disappears through the roof.



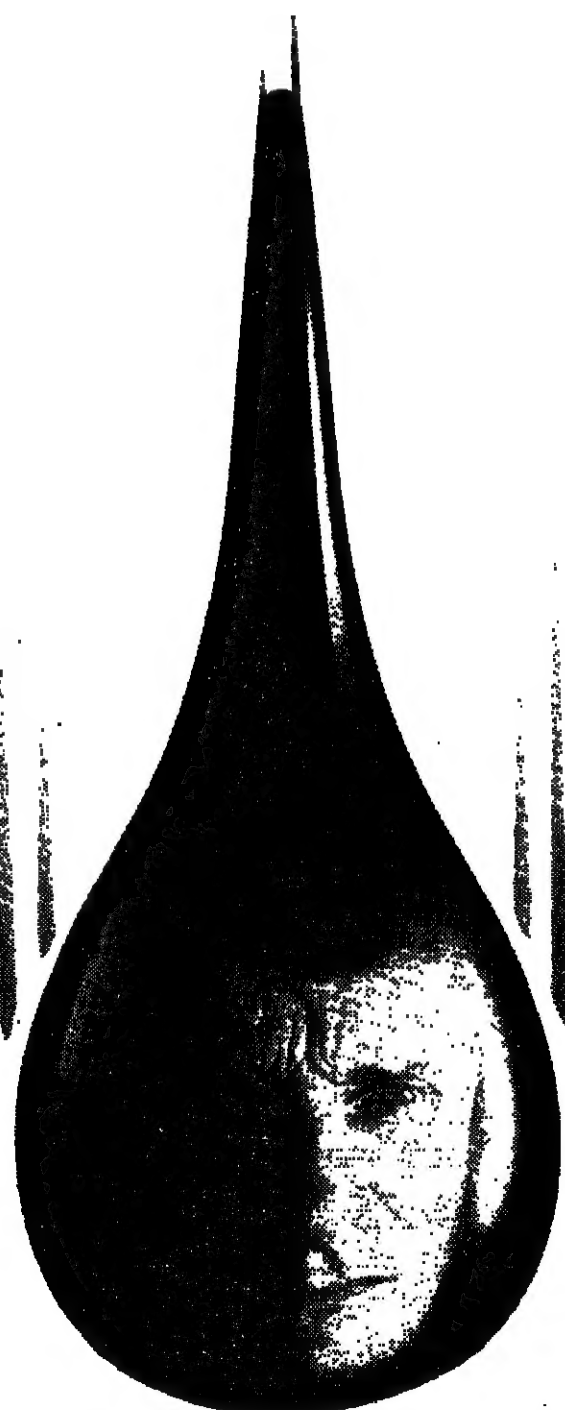
MARKETING DIRECTOR

He sees his responsibilities as either above the line or below the line. On energy costs, he simply draws the line.



HEAD OF PERSONNEL

She has enough on her plate keeping up with interviews without worrying who leaves the lights on.



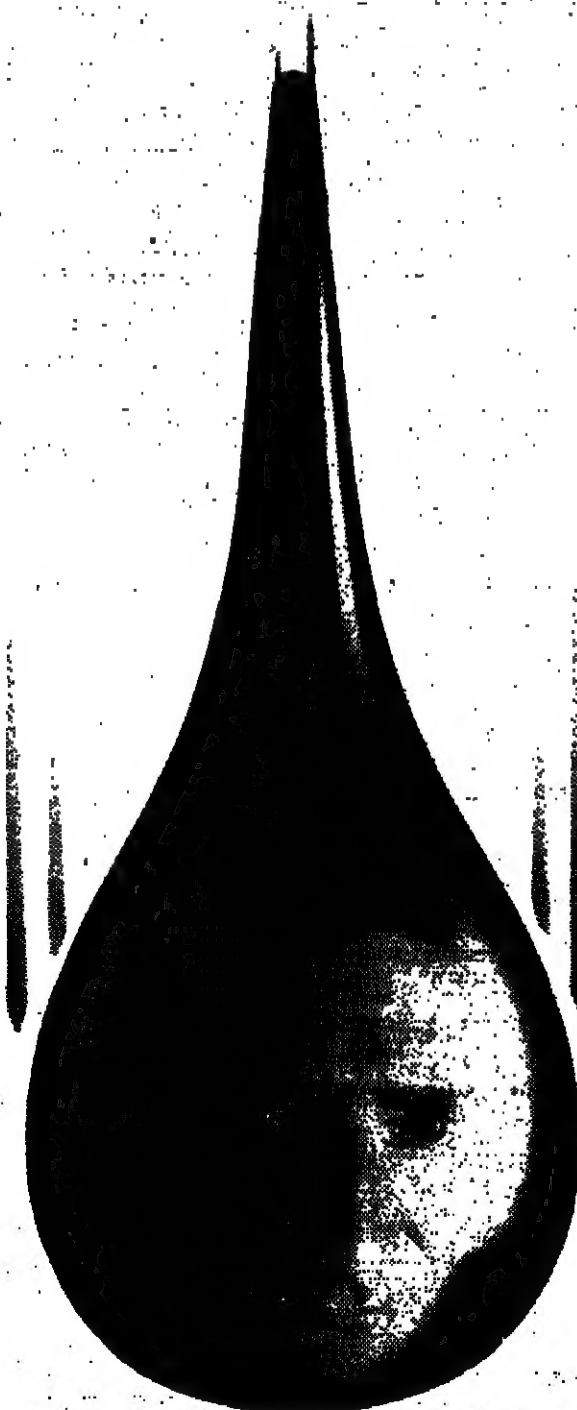
EXPORT SALES DIRECTOR

He's so busy unravelling the mysteries of the Far East, he can't see that energy costs are stitching him up at home.



FINANCIAL DIRECTOR

He's more concerned about the staff's petrol bills than the company's fuel bills. What he needs is a kick up the bottom-line.



MANAGING DIRECTOR

With so many priorities, he's more concerned about wasting his own energy than the company's.

With energy inefficiency costing British industry £1.5 billion a year, no senior manager can afford to leave the problem to someone else. Call the Monergy Hotline on 0800 234 800.



WORLD SUMMARY

Hawke defeated on identity cards

Canberra (AP) — Mr Bob Hawke, the Prime Minister of Australia, suffered a major defeat yesterday when he announced that the Government had abandoned plans to introduce a national identity card.

The controversial legislation for the Australia Card came unstuck over a technical loophole discovered by the opposition Liberal and National parties. The decision to scrap the plan was taken at a lengthy Cabinet meeting here. Mr Hawke said the Government would examine the use of the existing tax-file numbering system as part of a package of measures to crack down on tax cheating and welfare fraud.

The Opposition and Australian Democrats last week sounded the death knell for the identification scheme by declaring they would join forces in the Senate to disallow regulations that fixed the card's starting date.

60,000 Sri Lanka in march council

Manila — Some 60,000 people marched through Manila yesterday in the funeral procession of Leon Alejandro, a young left-wing leader assassinated 10 days ago (Humphrey Hawksley writes).

The demonstration was the biggest in the Philippines since the funeral of Rolando Olalia, another left-wing leader murdered last November, and indicates that the increasingly polarized political spectrum the left can mobilize impressive mass support. Mr Alejandro, aged 27, general secretary of a left-wing group of organizations known as Bayan, was shot dead near his office. The killers are still free.

Colombo — President Jayewardene of Sri Lanka yesterday announced 11 of 12 members of the interim administrative council for the Northern and Eastern provinces (Vijitha Yapa writes).

Included are seven nominees of the main guerrilla group, the Liberation Tigers of Tamil Eelam, and two members of the moderate Tamil United Liberation Front. Two Sinhalese Government nominees were also announced. A Muslim member will be appointed later. The move was forced when the Tigers started a disobedience campaign two weeks ago and one member failed to reach.

Athens pollution alert

Athens — Pollution levels in Athens soared past EEC safety levels yesterday and more than 100 people were taken to hospital suffering from breathing problems (A Correspondent writes).

Greek radio warned Athenians to avoid walking around the city centre where the smog cloud was thickest. Exceptionally hot and humid weather is blamed for keeping pollution high for the past week. Temperatures in the 90s are well above the seasonal average.

Faint hearts Hirohito cleared

Stockholm (AP) — Most of the 50 women due to socialize with bachelors in the Arctic town of Payala during "Romp Week" have backed out in the glare of international press coverage.

When the bus arrived in Payala, after a day-long ride from Stockholm, there were just 16 women, only nine of whom had actually come to meet the bachelors. The rest were journalists. Jean Dawson, from England, did go, but even she feared it would feel "like being in the zoo".

Tokyo — Emperor Hirohito walked around his hospital room yesterday as his doctors announced that tests had found no trace of cancer in his pancreas (David Watts writes).

The doctors, however, said tissue taken from the pancreas was scarred but could offer no explanation beyond the acute pancreatitis from which he is suffering. The Emperor has been able to eat some soup and juice, the Imperial Household Agency reported.

\$78 million for model

A New York jury has awarded Maria Hanson, a model, \$78 million (\$47.5 million) damages after her face was permanently scarred in a razor attack. Her lawyer said Miss Hanson (left and right, before the attack and after it) would probably never see the money because her three attackers, who were jailed, were broke. The jury said they wanted to award Miss Hanson more "but we wanted to be realistic".



Korean opposition still divided between two Kims

From Gavin Bell, Seoul

South Korea's political opposition is learning, to its dismay, that with the best will in the world two into one simply will not go.

A meeting yesterday between its champions, Mr Kim Young Sam and Mr Kim Dae Jung, failed to agree on which of the two should contest the presidential election due to be held by December 20.

The two Kims had pledged

to decide on a single candidate by the end of the month, but clearly neither is yet prepared to step down for the other.

Mr Kim Young Sam, aged 59, president of the Reunification Democratic Party, said that his rival had declined to take over the party leadership in return for ceding the presidential nomination.

Mr Kim Dae Jung, the veteran dissident four years his senior, declared: "It would be a betrayal of popular wishes

French magistrates face tough time in the dock

From Philip Jacobson, Paris

Not before time, many French believe, France's magistrates are threatened with fundamental reforms to a legal system that has given them the reputation of being the most powerful figures in the country.

With the right to order arrests, detain suspects at length before trial and release them without a hearing, the 552 *petits juges* have been accused of being too young, too inexperienced and too fond of the limelight at the heart of criminal cases.

Aware of public concern that more than 30 per cent of those held in France's crowded jails at any given time are still awaiting trial (compared with fewer than 20 per cent in Britain), the energetic French Minister of Justice, M. Alain Chalon, is intent on reining in the investigating magistrates. In a television interview on Monday night, he outlined the speedy "revolution" he envisages. His proposals, which may go before the next session of Parliament, hinge on removing, or greatly restricting, their power to keep people behind bars while their often leisurely investigation proceeds.

"I am well aware that this will come as a shock," M. Albin observed. But what else could be done with a system that laid such heavy responsibilities upon the shoulders of magistrates "who are virtually straight out of school?" That must have been music to the ears of the controversial Parisian lawyer, Maître Jacques Vergès, defender of Klaus Barbie and the Lebanese terrorist Georges Abdallah, who was convicted of planting bombs around the capital. Just the other day Maître Vergès joined the team representing the so-called "Ficnd of Nancy" whose case is currently enthralling connoisseurs of the gruesome.

For two years, Madame Simone Weber, a diminutive 56-year-old widow from this bleak city east of Paris, has been in custody charged with two murders. With its customary freedom, the French popular press has practically convinced her already of taking a chain saw to the body of an unfaithful lover and distributing his remains in places unknown. Undaunted by the subsequent discovery of remains bearing certain similarities to the missing man and other unhelpful forensic evidence, Maître Vergès is accusing the investigating magistrate in charge of having already selected Madame

Simone as the murderer "and now he's looking for the crime". Not only is there no proof that the limble, headless, torso is that of her former lover, he maintains, but it cannot even be established that he is actually dead. "There is a grave error of justice in process here in Nancy." Perhaps only the turbulent Maître Vergès would adopt Madame Simone's case as a stick with which to beat the system of *petits juges*. Yet here we have a grandmother, without any prior criminal record, who has protested her innocence adamantly from the start and is, by any standards, being prejudged in the press.

Police union threat to kill Eta terror suspects 'like rats'

From Richard Wigg, Madrid

The Spanish policemen's union SUP, the largest in the force, has publicly threatened not to hand over suspected Eta terrorists to the courts for trial in future, but to shoot them "like vile rats".

A tense situation has often existed when policemen, who usually come from other parts of Spain, are killed by Eta members in the Basque region, with the Spanish Government accused of failing sufficiently to protect the police.

This time, the regional branch of the police union has issued a public statement following Sunday's car-bomb attack in San Sebastian, for which the Basque armed separatist organization has claimed responsibility. One policeman was killed and four colleagues were injured seriously when they were riding in a police van.

Taking the form of an "open letter to the terrorists", the union declared: "If the police, whom you call assassins, let themselves react with the blood to such a horrible event, there would be no need to put you before the courts and you would receive what you deserve." The statement ended by asserting that Eta's commandos were "demanding at the tops of their voices to be killed off like vile rats".

The statement, which clearly embarrassed the Government, came just as the Madrid High Court this week began a series of major trials of suspected Eta separatists.

The most serious case begins today and involves three men and five women, all alleged members of Eta's Madrid commando arrested in January. The prosecution is demanding a 34-year prison sentence each for seven of the accused. There is no death penalty in Spain.

Strict security precautions are already in force around the

court, and more than 1,000 police are on special alert against the possibility of an Eta attack during the trial.

The Madrid commando, one of Eta's most lethal, is accused of at least 20 deaths in the Spanish capital over an 18-month period, including nine Civil Guards who died in a car bombing last July.

More than 1,000 people turned out yesterday to the dead policeman's burial in Badajoz, southern Spain. Señor Jose Rodriguez, the Director General of the national police, appealed for "cool heads and reason" to prevail when questioned about the police threats.

Señor Jose Barriobene, the Interior Minister, told Parliament yesterday that the level of Eta attacks had now been "stabilized", but the use of the car bomb has resulted in more victims. So far this year the death toll is 31, four of them policemen.

Book's claims attacked

'Terrible secret' of Reagan's health disputed by doctor

From Christopher Thomas, Washington

President Reagan's former physician yesterday strongly disputed a detailed account of the "terrible secret" of his patient's poor physical and mental state when he returned to the White House after an assassination attempt in 1981.

Mr Bob Woodward, senior investigative reporter for *The Washington Post*, claims in a new book that when Mr Reagan returned to the Oval Office he was able to work or remain attentive only an hour or so a day. Aides began to consider the possibility that his would be a crippled presidency.

Dr Daniel Ruge, who retired in 1985 as Mr Reagan's physician, broke his own strict rule of never discussing the President's health to insist: "I never saw anything like that. It's certainly news to me, and I was there most of the time. It's not true."

The White House also took issue with the assertions in the book, *Veil: The Secret Wars of the CIA*, saying that Mr

Reagan had "recovered rather quickly" from the wound.

Dr Ruge, at his home in Denver, Colorado, rejected Mr Woodward's assertion that the President was weak and disoriented. "Obviously, there were times immediately after the shooting that we were worried. After all, the intent was to kill him, wasn't it?"

"He got shot in the lung. He's entitled (to a recovery) as much as any other patient. We're not talking about a scratch on the face. He was shot."

Dr Ruge said that Mr Reagan had been able to do official business in hospital. Mr Woodward, who with Mr Carl Bernstein was responsible for most of the Watergate exposures which eventually brought down President Nixon, yesterday stood by his claim in *Veil* that he interviewed Mr William Casey, then the Director of the Central Intelligence Agency, shortly before he died.

But a doctor familiar with Mr Casey's condition insisted

that such an interview would have been medically impossible. The doctor, whose name was not revealed, told *The Washington Times* that Mr Casey suffered from a severe speech disorder and was unable to hear or speak when Mr Woodward claimed to have questioned him.

According to the book, Mr Casey acknowledged in the interview that he knew about the illegal diversion of funds to the Nicaraguan Contras from profits derived by selling arms secretly to Iran.

Mr Casper Weinberger, the US Defence Secretary, said yesterday that he did not believe Mr Woodward could have had a sick-bed interview with Mr Casey.

The former CIA chief suffered a brain aneurysm on December 15 and had surgery to remove a large brain tumour three days later. In January his condition gradually worsened into a severe form of aphasia which left him unable to understand or reply to questions, the physician said.



Tibetan refugees at a demonstration yesterday in New Delhi shouting slogans against China after the execution of two Tibetans. China has denied foreign reports that Tibet has 80 prisons with thousands of inmates, most of them political prisoners (Robert Grieves writes from Peking).

The New China news agency as saying. He gave figures which inferred that only 27 of those were political prisoners.

Amnesty International, the London-based human rights organization, says there are at least two prisons in Lhasa alone.

Western estimates of the number of prisoners held in Tibet and neighbouring Qinghai province vary widely from 300,000 to around 500,000.

Swedish court asked to give Hayward stiffer sentence

From Michael McCarthy, Stockholm

Simon Hayward, the Life Guards captain sentenced to five years in prison by a Swedish court last month for drug smuggling, should receive an even longer sentence, the prosecution demanded when his appeal opened yesterday.

The hearing, before the Swedish High Court here, is taking the form of a new trial of the allegation that Hayward, aged 32, was aware of the 110 lb of Moroccan cannabis, valued at £500,000, hidden in the Jaguar car of his brother Christopher, which he drove in March from Spain to Sweden.

Mr Ulf Forsberg, the prosecutor, asked for the stiffer but unspecified sentence in an initial part of the hearing, which was held in camera. Hayward's Swedish lawyer, Mr Tom Placht, is asking that the verdict be overturned.

Hayward has always protested his innocence, claiming that he was duped by his brother, who had set himself up as a drug smuggler in Ibiza and has since disappeared. Hayward is still in the Army pending the outcome of his appeal. Last week he received a letter of support signed, among others, by the current commanding officers of both the Life Guards and the Household Cavalry.

Yesterday he sat impassively as Mr Forsberg again outlined the case against him. A few feet away sat his girlfriend, Miss Sandra Agar, and her father, and Mr John Gorst, the Conservative MP for Hendon North, who has taken a close and critical interest in the case. Hayward's mother, Mrs Hazel Hayward, is in Stockholm but was not allowed into court because she is to be a witness.

Mr Forsberg told the court that the ambush by the Uppsala Drugs Squad in the small town of Linsjoping which trapped Hayward and the load of cannabis on March 13 was the result of a telephone tapping operation begun in October last year after Swedish police realized that the drug was being imported into the Uppsala area in increasing quantities.

He told how Hayward had driven with the drugs from Spain to Linsjoping where he met Forbes Mitchell, a Scottish drug smuggler who admitted his part in the conspiracy and was sentenced to seven years' imprisonment in July.

Hayward, Mr Forsberg said, had in interrogations and at the previous court hearing given three separate accounts of why and how he had made the journey. "I cannot see how

you can find such a person credible," he told the three judges and their two lay assessors.

Mr Forsberg said that he would be calling at least three more witnesses to highlight the alleged discrepancies. Another two witnesses he had called — Detective Inspector David Morgan and Detective Sergeant Brian Moore. Scotland Yard officers from the National Drugs Intelligence Unit — will not be appearing. Both interviewed Hayward in Uppsala in June and gave Mr Forsberg a statement saying that they believed he was guilty. But Scotland Yard refused to allow the officers to testify at Hayward's trial and now, Mr Forsberg said yesterday, a second request had also been refused.

Captain Hayward later gave the court his own extremely detailed account, lasting an hour and a half, of his trip while on leave to visit his brother in Ibiza and his subsequent drive to Sweden. He insisted he believed he was taking the car to Sweden, merely to sell it.

Mr Placht, his lawyer, told the court that Hayward's missing brother had twice in the last week telephoned their mother protesting that Simon was innocent, but was still refusing to come forward.

A laughing matter for the Duchess of York

The Duchess of York, right, laughing yesterday during a tree-planting ceremony at a military base in Vacoas, on the island of Mauritius.

She and the Duke of York also went on a walkabout in Rose Hill Town, greeting a wildly enthusiastic crowd, and then were to look for the Mauritian kestrel, one of the world's rarest birds (AP reports). The couple strolled in the streets of the second-largest town on the Indian Ocean island during the fourth day of their tour.

The Duke and Duchess were scheduled yesterday afternoon to go into the island's central forests in search of the kestrel, of which only about 10 specimens are believed still alive, under government and World Wildlife Fund protection.

The royal couple are to conclude the public part of their visit today by laying the foundation stone of a cardiac ward at the Sir Seewoosagur Ramgoolam Hospital in northern Mauritius.



Hong Kong pressing for polls

From Robert Grieves, Peking

Today marks the end of four months of often stormy public debate on the future of representative government in Hong Kong after it becomes a special administrative region of China in 1997.

At issue is whether the territory should have direct elections after 1997 and, if so, in what form.

Since May 28 the British colony's 5.5 million people have had an opportunity to comment on a Government Green Paper reviewing the development of representative government and offering possible ways in which a more representative legislature might be further developed.

Among the options offered by the document are direct elections for members of the legislative council and a more broadly representative electoral college.

A Government White Paper, summarizing reaction to the options put forward in the Green Paper and outlining what steps could next be taken, is expected before the end of the year.

An impassioned campaign by supporters of direct elections reached a dramatic climax at the weekend when 10,000 people turned out in Victoria Park to hear 12 speakers argue in favour of their cause. In addition, a manifesto signed by 154 Hong Kong organizations and read at the rally called for at least 20 per cent of the territory's legislators to be directly elected next year.

The pressure for direct elections has become more intense amid increasing signs from Peking that the People's Republic will not tolerate a truly democratic form of government in Hong Kong.

The Hong Kong branch of the Bank of China told its 10,000 employees this month to lobby against direct elections. The mainland-dominated trade unions in the colony have long since come out against direct elections.

In June, Mr Li Hou, a senior Chinese government official, was reported by the New China news agency as saying

that legislative elections in 1988 would contravene the spirit of the 1984 Sino-British joint declaration on Hong Kong. Mr Li later denied the statement attributed to him, but said that reforms should wait until the Basic Law, Hong Kong's post-1997 constitution, was drafted.

The Basic Law drafting committee, which has members from both Hong Kong and the mainland, has agreed tentatively on a system that features a strong executive and a legislature which has only an advisory role.

Mr Joseph Y.S. Cheng, a political scientist at the Chinese University of Hong Kong, said in July: "Peking wants to be in control. This urge to be in full control is so strong that it cannot tolerate genuine independent political forces emerging."

As if to emphasize that point, the New China news agency in Hong Kong, which functions as Peking's unofficial mission to the colony,

said this week that it was worried by the Hong Kong Government's present tendency towards decentralization of authority, and was studying the trend.

The polarization between supporters and opponents of direct elections has put the colony's Government in a difficult position. Under the Sino-British joint declaration, Britain is responsible for administering the territory until 1997. The agreement also stipulates that Hong Kong will enjoy a high degree of autonomy, and will retain its economic and social systems for 50 years after 1997.

Such conditions make it almost impossible for Britain not to offend Peking, and a significant portion of Hong Kong's population, in its efforts to maintain good relations with both.

Sir David Wilson, the Governor of Hong Kong, travelled to Peking last week for three days of discussions with Chinese officials on direct elections in Hong Kong.

60 dead in worst Natal flooding for a century

From Michael Hornsby, Johannesburg

The South African Government was poised yesterday to declare the province of Natal a disaster area as the death toll in floods caused by the heaviest rain in more than 100 years rose to about 50. Scores of people are reported missing.

Since the spring rains started last Friday, floodwaters have destroyed at least six main road bridges and washed away roads, railway tracks, telephone lines and homes. Dams are overflowing and crops and factories have suffered heavy damage.

Mr Peter Breitenbach, acting Mayor of Durban, described the rains as the worst disaster ever to hit the city, which is the country's most important port. Dark-brown seas, discoloured by tons of muddy sediment brought down by swollen rivers, pounded Natal's normally warm and semi-tropical Indian Ocean coastline.

The Durban weather bureau reported yesterday morning that 15.2 in had fallen on the

city since Friday, already more than enough to make this September the rainiest recorded this century.

Durban was almost isolated from the rest of the country by the destruction of bridges, mudslides on roads and railways and the closure of the city's Louis Botha Airport, which reopened yesterday. The N3, the main road to Johannesburg, was cut in several places.

BOGOTA: Heavy rain has hampered the search for victims of the avalanche that buried a hillside neighbourhood in Medellín, Colombia's second biggest city, as official estimates of the death toll rose to between 350 and 450 (Geoffrey Matthews writes).

So far 187 bodies have been dug out of the thousands of tons of earth and stones which slid on Sunday afternoon down the steep hillside on to 80 squatters' homes in the Villa Tina neighbourhood on the city's east side.

Aftermath of Rabuka's coup

Faltering declaration of Fiji 'republic' adds to confusion

From Stephen Taylor, Fiji

The man they call "Rabuka" finally came to a Suva hotel yesterday to declare that there was no alternative to making Fiji a republic, but at the same time to insist that he was not a run-of-the-mill military dictator.

"I don't think I am the kind of coup leader that we have around the world," he said earnestly. "I don't want to be compared with them."

It was hard indeed to identify this chunky soldier, who smiled readily and whose head nodded sympathetically at his interrogators, with an ethnic-centric strong-arm movement dedicated to turning back the clock in Fiji, and which would be pleased to see a mass migration of the ethnic-Indian population.

But then it is by no means certain that Lieutenant-Colonel Sitiveni Rabuka is in control of the murky forces represented by the extremist Taukei Movement, or even of the military itself.

When Lt Col Rabuka was asked whether he would use force to remove the symbol of opposition to his regime - Ratu Sir Penaia Ganilau, the Governor-General - he said emphatically: "No, I would not. He is welcome to stay (at Government House). But his authority will not be recognized internally."

The question of force is now being canvassed openly because Ratu Ganilau has told friends and visitors that he will remain at his post. To one friend he said: "I will only leave dead, or in tears." He told another: "They would have to shoot me to get me out."

However presentable a

speakman for treason Lt Col Rabuka might be, his statements yesterday were a mass of contradictions, which in many ways only further muddled the arcane complexities of the Fiji crisis.

He told the news conference that he had not abrogated the Constitution, when on Monday he had told the judiciary and the diplomatic corps that he had done so.

Nor was he clear in his own mind whether he had yet actually "dismissed" Ratu Ganilau both as head of state and head of government.

Similarly, he appeared confused when posed questions that raised constitutional matters - such as the precise status of his regime. At one point he described Fiji as "a de facto republic", but then said he was heading an interim administration pending the drafting of a new Constitution that would give Fijians political supremacy.

Unofficial channels give High Commission news

By Andrew McEwen, Diplomatic Correspondent

Mr Gyani Nand, Fiji's acting High Commissioner in London, heard of Lieutenant-Colonel Sitiveni Rabuka's intention to declare a republic from the radio at 7.30 am yesterday morning. No word of it reached the High Commission directly from Suva.

Mr Nand and his colleagues have been obliged to take a back seat throughout the crisis, unable to carry out a full diplomatic role.

Since Friday only one communication from Suva has reached the High Commission.

Amid the confusion and contradictions, the closest to a real definition seemed to come last night in a broadcast by Lt Col Rabuka to the nation which was couched in terms that indicated some attempt at legal drafting.

"I will issue a proclamation declaring Fiji a republic and myself head of interim government," he said. "My intention is that the republic of Fiji should remain a member of the Commonwealth."

"The 1970 Constitution is no longer in force. A new Constitution is being drafted and will be promulgated shortly. In the meantime, orders and regulations will be promulgated by decree."

A host of other tortuously complex negotiations lie ahead.

A principal problem involves the judiciary. Sir Timoci Tuivaga, the Chief Justice, and his fellow judges have said that the military

regime has no authority to abrogate the Constitution, and whatever replacement it comes up with will be illegal. Lt Col Rabuka implied yesterday that some of the judges might accept his plans, but Sir Timoci denied this vehemently. "If the Governor-General falls, we fall with him," he said.

On the question of who would become president of the new republic, Lt Col Rabuka conceded it was unlikely that Ratu Ganilau, or Ratu Sir Kamiseva Mara, the former Prime Minister, would consent to serve. Lt Col Rabuka said that the Great Council of Chiefs, a traditional advisory body, might have to be drafted to help to find a president.

This is although the chiefs are by no means certain to even approve his plans for a republic.

After the outcry over the detention of about 40 people including British citizens, Lt Col Rabuka told yesterday's conference that he had ordered the release of 13 people.

"It is my intention to release the rest when the time is appropriate. I give you my assurance they are being very well looked after," he said.

He felt the reaction to the coup of Britain, Australia, New Zealand and the United States showed a lack of appreciation of Fiji's needs.

"We have been a good member of the Commonwealth, we have paid our dues. And if it takes a minor incident, which has been executed in the interests of the indigenous people - if it takes only that to get us expelled, then perhaps it is not worth being in the Commonwealth."

Foreign Office contacts with the coup leader have been made through the British High Commission in Suva.

Following the London Constitutional Conference between leading Fijian and British Labour politicians, Fiji became independent on October 10, 1970, 96 years after the original Deed of Cession. Fiji also became a member of the Commonwealth and of the United Nations.

Under the new Constitution, an innovative electoral formula was adopted designed to ensure a racial balance in the legislature. But while the main political parties professed their allegiance to multiracial ideas, Fijian nationalism -

animosities. Firearms were introduced to the native Melanesians, whose numbers were being depleted by European diseases, and a vicious trade in rum and muskets became the order of the day.

By the middle of the century, tribal infighting, including widespread cannibalism, reached such proportions that Chief Thakombaki, who had gained ascendancy over a large part of the territory, appealed for British protection. The British at first refused but finally accepted his offer of cession, and on October 10, 1874, Fiji was proclaimed a British possession.

While the British credited themselves with bringing order to chaos, they also laid the foundations for Fiji's present racial tensions by importing indentured foreign labour. The first boatload of 498 indentured Indians arrived in May 1879. During the rest of the 19th century, Indian labourers were brought to the islands in ever greater numbers to work the sugar plantations and copra industries.

By the turn of the century, Indian migrants and their descendants outnumbered the indigenous population. Hard-working and industrious, the ethnic Indians also gradually gained control over most of Fiji's economy. But discrimination in political representation and land ownership was largely effective in maintaining native Fijian political control.

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Tanned Gorbachov kills rumours

From Christopher Walker, Moscow



Mr Gorbachov, looking fit and trimmer, addressing the French delegation yesterday.

Wild rumours about the health of Mr. Mikhail Gorbachov, which have been circulating in the Western media and among Moscow's intelligentsia, were nailed yesterday when the Soviet leader made his first public appearance since August 7, looking tanned, fit and slightly trimmer.

Demonstrating that he has lost none of his abilities as a communicator, a grinning Mr Gorbachov told members of a large French delegation visiting the Kremlin: "I believe there has been some suggestion that I have taken too long a holiday. I can tell you I earned it. I was away exactly a month, from August 24 to September 24."

Mr Gorbachov dismissed any suggestion that he might be facing political difficulties. Questioned about internal resistance to his economic and social reforms, the Soviet leader said forcefully: "There is no political opposition in the Soviet Union. There is no opposition to the Gorbachov leadership."

The rumours, always discounted by the more experienced diplomats here, ranged from attempted assassination via food poisoning and a heart attack to a suggestion last weekend from Stockholm that Mr Gorbachov's long absence was explained by complications his wife, Raisa, suffered from an appendix operation.

Soviet officials have insisted repeatedly that he was only

Washington - Mr Caspar Weinberger, the US Secretary of Defence, has invited Mr Dmitry Yazov, his Soviet counterpart, to Washington next month for discussions on arms control and other issues (Michael Binyon writes). It would be the first meeting outside a summit between the two military leaders.

enjoying the 30-day holiday permitted to Politburo members. But no adequate explanation has yet been given of why he had no reported official engagements for about a fortnight in mid-August when, by his own account, he was still at work.

M Pierre Mauroy, the Socialist former Prime Minister of France and one of those who visited the Kremlin yesterday, later dismissed the speculation that the Soviet leader may have been ill but had now recovered, adding that Mr Gorbachov may have withdrawn from public view in order to prove that his position had been fully consolidated.

"If there is a secret, I certainly did not manage to find it," M Mauroy said.

During the one-hour session with some 370 members of a Franco-Soviet friendship group, Mr Gorbachov was by turns combative and confidential. Referring to his absence, he told the delegation: "It was a fruitful leave. I managed to complete a lot of things, including a book, and to prepare the report for the 70th anniversary of the Great October Socialist Revolution."

The book, *Perestroika: Our Hopes for our Country and the World*, is due to be published simultaneously in Britain, the US, the Soviet Union and some Eastern bloc countries in November. The US publishers said that the manuscript had been brought from the Soviet Union to America in mid-September.

Until yesterday's meeting, it was not known definitely that Mr Gorbachov was back at his desk, although Mr Robert Maxwell, the British press tycoon, said that Soviet officials told him that the Soviet leader had worked a full day on Monday.

Mr Gorbachov was back at his desk, although Mr Robert Maxwell, the British press tycoon, said that Soviet officials told him that the Soviet leader had worked a full day on Monday.

Soviet poll suggests lack of faith in communist ideals

From Our Own Correspondent, Moscow

Nearly a third of Soviet citizens questioned in a poll conducted recently by the main official youth paper, *Komsomolskaya Pravda*, said openly that they do not believe in communism, compared with just over half who claimed to believe in it without reservation.

Intense diplomatic interest has been aroused by the controversial poll, which was conducted via questionnaires answered by 298 people in 157 Soviet cities, towns and villages. Some 78 per cent of those who contributed were under the age of 28, reflecting rapidly changing attitudes among Soviet youth.

The paper's weekly supplement *Sobytye* surprised Soviet and foreign readers alike by printing in highly critical detail not only the findings but also three of the negative responses.

Asked if they believed in communism, 31.9 per cent of

the respondents - just over half of whom belonged to the Communist Party or to its youth league - said: "Yes". A further 14.6 per cent said: "Yes" but with reservations; 9.5 per cent answered: "Not really" and 20.7 per cent answered: "No". The remaining 3.3 per cent were unaccounted for.

The most bitter of the negative commentaries published by the paper came from Mr I. Grisko, aged 29, a railway worker from Ilovaysk in the Donetsk region, one of the main industrial areas.

"Do I believe in communism? No. No. No. I think it is a bluff, a fairy tale," he replied.

"It is easy to sit in Moscow and discuss communism. But take a poll at a queue waiting at a store. Ask what is more important for people, communism and ideals or butter and sausage - in large amounts."

He indicated that his executives will try to broaden the

Mr A. Gurko, aged 26, a student from Kiev, was equally outspoken. "I am a *Komsomol* (Young Communist League) member, but I do not believe in communism. I think it is a utopia.

"No, freedom to leave the country, that would be great. This is what you should be writing about... But you do not write about this. You are scared. *Perestroika* (economic restructuring), perhaps there is *perestroika*, but you will not touch forbidden topics."

A third non-believer in communist ideology, Mr S. Mukhinov, a non-*Komsomol* member, wrote from his home in Moscow: "I am not prepared to do anything for communism or anything similar to it..."

"Freedom, integrity and personal sovereignty are incompatible with communism. I am prepared to go to any lengths to fight it, so that our country could just be free."

A verbatim translation of *Pravda* could cause some problems of marketability in the Western world," Mr Maxwell admitted.

Maxwell planning new Soviet daily

Moscow - A new English-language daily selling around 100,000 copies worldwide and reflecting the official views of the Kremlin is the goal of a series of working groups established here yesterday between *Pravda* and Mr Robert Maxwell's publishing empire (Christopher Walker writes).

The publisher of the *Daily Mirror* said that after three meetings with *Pravda*'s editor in less than 48 hours and one with Mr Aleksandr Yakovlev, the Kremlin's propaganda chief, the working parties in Moscow, London and the US would establish the exact nature of the new paper.

He indicated that his executives will try to broaden the

Amnesty International annual report

West accused of refusal to listen to asylum seekers

By Caroline Moorehead

Governments in Western Europe and North America seem increasingly to be treating applications from asylum-seekers as if they were "manifestly unfounded". Amnesty International says today in its annual report.

"There is a real risk that this is leading to unfair and arbitrary decisions," the report summary says. Faced by exoduses of refugees, governments have reacted by turning away asylum seekers rather than by trying to stop the persecution, it says.

Most governments agree with the principle that asylum seekers should not be returned to countries where they risk becoming prisoners of conscience, tortured or executed, the report says. But in practice countries are "often too ready to argue that refugees' fears of such human rights abuses are exaggerated".

The protection of asylum seekers is the theme of the annual report and is to be one of the first issues tackled by the new director of the organization's British section, Ms Marie Staunton. She said that she has decided to concentrate on the issue because of the restrictive measures taken earlier this year by the British Government in respect of asylum seekers.

Describing the magnitude

of the problem, Amnesty International notes that millions of people have fled persecution in more than 30 countries in waves since the mid-1970s. They have escaped from Ethiopia, Chad, Uganda, Equatorial Guinea and Angola; from El Salvador, Guatemala, Chile, Colombia, Haiti and Cuba. Afghans,

ceration, torture and death at the hands of the State."

In 1986, the French Government expelled Spanish Basques to Spain where they were later tortured in custody. A Tunisian national handed back by Saudi Arabia was executed in Tunisia.

In the Soviet Union, citizens returned there by Finland were still in prison at the end of the year, as were 10 Yemeni sent back by the Soviet Union to South Yemen. In southern Africa, the Botswana authorities returned a political refugee to Zimbabwe: he was still in custody many months later.

The types of human rights violations listed in the 26th annual report differ very little from earlier findings. While 28 countries had abolished the death penalty for all offences by the end of 1986, 743 people were known to have been executed in 39 countries, and 1,272 more sentenced to death. In South Africa alone 121 prisoners were executed; other died in Mozambique, Namibia, the USA, Jamaica and China. These are only cases known to Amnesty International; the true figure is certainly higher.

The Amnesty International 1987 annual report (Amnesty International, 5 Roberts Place, London, EC1R 0EL, £6.95 plus £1 post and packing).

Ms Staunton: Tackling issue of protection for refugees

Vietnamese, Laotians and Kampuchians have left their countries in great numbers.

"Unless and until human rights abuses are eradicated," the report says, "as people, their lives disrupted and their families fractured, will go on attempting to cross borders to find freedom from incar-

ceration, torture and death at the hands of the State."

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Bush backs lifting of ban on Solidarity

From Richard Bassett, Warsaw

The US Vice-President, Mr George Bush, left Poland yesterday after visiting the former concentration camp at Auschwitz near Cracow. Though he met political leaders in the city, it was an uneventful end to his four-day visit to Poland.

But before flying to Cracow, however, Mr Bush told journalists that he supported lifting the ban on the underground movement Solidarity. He implied at a press conference that there had been disagreement on this issue

with General Wojciech Jaruzelski, but described his talks with the Polish leader as "very frank, very direct and open".

Asked whether any government officials had objected to his mentioning Solidarity during his television broadcast to Poles on Monday night, Mr Bush answered that so far the only reaction had been "quite pleasant". Later, he conceded that it may not have pleased the Government, but that no one had "bawled him out" about it.

Young Poles consign mould-breakers to history

From Our Correspondent, Warsaw

At the dinner on Sunday given by Mr George Bush, the American Vice-President, for members of the illegal trade union Solidarity, including its leader Mr Lech Walesa, one of the Polish guests was heard to observe that, despite all the toasts, this was in many ways Solidarity's farewell.

Most of the activists are well into their forties. For all the talk of defiance, there was a feeling that this was, if not a spent force, certainly not what it once had been. Even the most dedicated members have a growing sense of resignation about the future. Those who brought down a regime and almost a system realize that the system has adapted all too well to the threat they once posed.

"Solidarity is a closed chapter - it's history," is a remark not infrequently encountered among younger Poles. They see the future as a more complex confrontation between people and state. These feelings, which match those of some of Solidarity's own

intellectuals, were articulated recently in an article by Mr Jacek Kuron, one of the movement's leading lights.

Called "The Landscape After the Battle", the article observes that the influence of Solidarity activists has become radically reduced since 1983 and seems incapable of adapting to a totally new situation.

When martial law was lifted, the Polish authorities were careful to avoid going back to the heady days of 1980. By creating official trade unions and new councils, General Wojciech Jaruzelski, the Polish leader, was seen to be making certain concessions. So, like every good counter-revolutionary, he restored order while not restoring the status quo ante.

The Gorbachov era provides a favourable atmosphere for such measures and also for reformers within the Polish hierarchy. This, too, helps to defuse tensions.

Moreover, as the economic situation deteriorates, the daily battle for survival overwhelms Poles, who under-

standably believe that peace and order should not lightly be sacrificed.

If its future is uncertain, however, Solidarity's past achievements continue to be felt at every level in Polish life. The atmosphere of social pressure for change remains. By resisting government attempts to liquidate it, Solidarity scored a victory and also preserved its underground press. In terms of output alone this is an achievement unrivalled in Eastern Europe. It has been so successful that the official press, in order not to appear ridiculous, has had to adapt itself to a more frank and honest depiction of events.

Ironically, however, Solidarity has again become the victim of its own success. When the official press begins to write about problems in an open way, even the best of underground publications cannot compete and must go on to the offensive.

In the same way, the setting up of official trade unions, whose lower ranks are in some ways as militant as Solidarity, has split the opposition's

Urban noted with approval that Mr Bush had said repeatedly during his visit that the United States had no wish to interfere in the internal affairs of Poland.

He also asked that Mr Bush and America bear in mind that Polish society does not accept charity. "All that Poland asks is for America to treat her normally as it does her other trading partners," he said.

Though Mr Bush had been

at pains to soft-pedal the domestic implications of his tour - in particular its effect on Polish voters in the United States during the run-up to the next election - Mr Urban made clear that it was not lost on him.

"It is difficult to dissociate the visit with the beginning of Mr Bush's personal campaign for the presidency."

Mr Bush was expected to arrive in Bonn last night on the next stage of his tour.

Despite these government successes, Solidarity cannot be discounted. Its leaders claim to have infiltrated the official unions and consumers' federations which were set up by the Government.

But for younger Poles attention in recent months has focused on the Freedom and Peace Organization, which promotes conscientious objectors who refuse military service on the grounds that the oath they must take swears allegiance to the Soviet Union and to her allies.

But if the torch of opposition passes to a younger generation, whose priority tends to be peace movements, Solidarity still has a vital role. Its success in playing it, however, will depend on its ability to adapt to the new tactics the system has brought against it.



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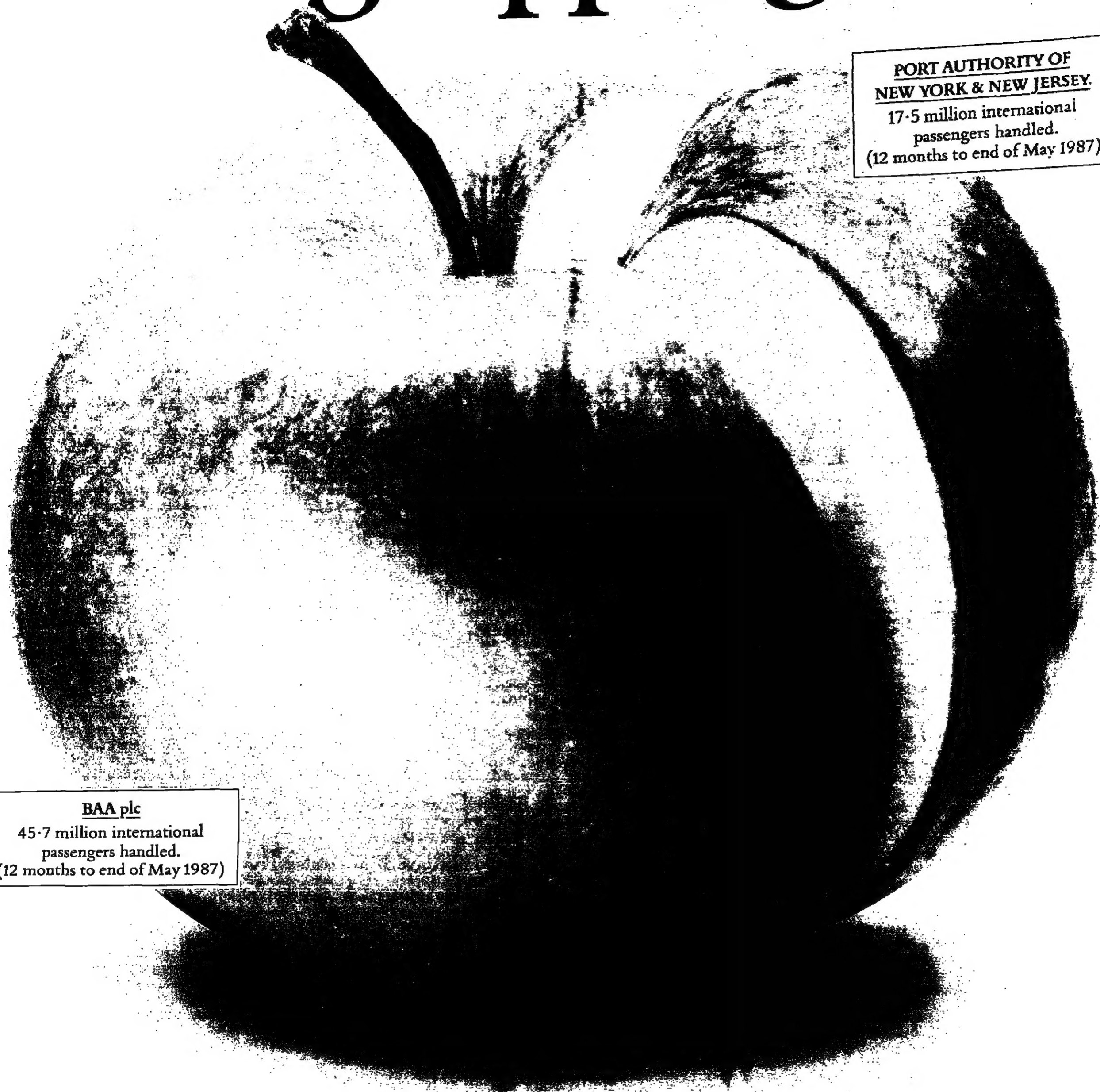
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The stamp and sparkle of good taste

Thirty years have passed since the Civic Trust began to breathe new life into Britain's towns and cities. Now it has started its boldest venture

One of the Civic Trust's imperatives since the 1950s has been to lift the grim pall of dereliction from many of Britain's towns and cities and set the standards for tasteful town centres.

The trust marks its 30th anniversary year with one of its boldest initiatives yet in civic repair, the formation of an Urban Regeneration Unit.

Urban regeneration represents a change in the trust's approach and in the scope of its ambitions. It has switched emphasis from single street improvements to schemes involving much wider environmental refurbishment, through revitalizing abandoned or decaying buildings and sited waste land.

The once decaying Derbyshire mining town of Wirksworth was the subject of the trust's pioneer study in large-scale renewal. It made its own study, then initiated environmental improvements in the town, before turning them over to the local community to run. The Wirksworth strategy became the model for improving other small declining industrial towns.

Its renewal strategy was perfected in the faded Pennine cloth town of Halifax. Two million pounds, much of it locally raised, have been spent repairing the town's fabric, in the belief that the most unpromising civic structure and Industrial Revolution wreckage can have a use.

Relics of the Industrial Revolution now sparkle against the bleak majesty of the Pennines. Halifax's discarded railway station has become a museum to the working horse; restored textile mills once again bustle with workers in fresh trades.

"It is a remarkable project," said the trust director Martin Bradshaw. "We find people talking as much about Halifax

as an example of an environmentally-led piece of regeneration as about equivalent programmes in Philadelphia or Baltimore."

The trust sees Halifax as the supreme proof that such environmentally-led improvements in a community do have an economic benefit.

"You can see it happening in Halifax," said Mr Bradshaw. "Trade in the town centre is improving. The place is buoyant. Private investment is being levered in but not much public money. The quality of a town does have a direct bearing on industry's decision on where to invest."

Other recent projects include St John's, Isle of Man, where a trust report showed how tourism and heritage interests could coexist. In Ilfracombe, Devon, the trust is running a three-year regeneration project with a programme leader living in the town, working closely with the community. In Thorne, near Doncaster, West Yorkshire, it

'Politically we are neutral'

has designed a regeneration strategy as a starting point for a community-based project.

The study to revitalize Halifax has led to a further local authority commission for an improvement plan for the surrounding district of Calderdale, embracing six towns and 200,000 people. Improvements are being implemented by a council-led team.

The unit, with a core of five professionals, led by Paul Davies, the trust's principal architect-planner, will now sharpen the trust's approach, offering support wherever requested. During the next year it will try to repeat the civic facelift in Bridlington, Humberside, Ramsgate, Kent, and Brixham, Devon, in co-operation

with local councils. These towns are confronting changing tourism patterns, and ageing buildings and infrastructure.

The object is civic self-confidence. The unit will help to prepare regeneration packages, seek community-wide support and involvement, will attempt to forge building partnerships between the widest of interests — professional, local authority and voluntary, and try to retain local identity in any improvement, deploying local skills.

"We attempt to get involved in places where if something can be demonstrated we can apply it elsewhere," said Mr Bradshaw. "We are trying to show how things could and should be done, and use our linkage with national organizations that are willing to fund, such as English Heritage, tourist boards, the private sector and other charitable trusts."

"We are perceived to be politically neutral. We have no axe to grind. Our links to the money market are good."

He says the trust would now like to tackle an inner-city environment. "Thorne is a tough, difficult area. If we can deal with a community like Thorne, our prospects elsewhere have to be quite good."

The Civic Trust's planning manual on how to improve urban surroundings, *Pride of Place*, already much plundered overseas, recently crossed the greatest possible cultural divide when it was translated into Japanese.

The trust is respected internationally. Requests for advice flood in from all over the world. Many of its members serve on official and unofficial government committees.

It is the trust's apparently reticent reputation in the UK that concerns its director Martin Bradshaw. "Our staff are doing an excellent job but people out there may not be hearing enough about it. Our image is still a little too cosy, too heritage-and-conservation. Then there is the inevitable confusion with the National Trust. I don't know there is a great deal we can do, other than get out there and show people what we are about."

Four things should help nudge the trust further into the public consciousness. One is the three-day exhibition beginning tomorrow in the Business Design Centre, in the restored Royal Agricultural Hall, Islington, north London. This marks the trust's 30th anniversary, and is probably the trust's boldest promotional act so far.

It will bring together the work of architects, designers, engineers, construction companies and suppliers of

high-quality products and services, and is intended as a showcase for some of the best individuals and companies involved with building, renovation and design.

Another notable event for the trust was the Prince of Wales's decision last year to become its patron. Earlier this year the Prince visited Halifax to inspect the regeneration work. "It was absolutely marvellous," said Mr Bradshaw. "It helped immediately to raise our profile."

This year the trust acquired Brian Veasey as its marketing director on a two-year secondment from Shell, which has been closely involved with the trust for many years. And in April the trust's annual Environment Week made a bigger publicity impact than ever before, shining a spotlight on the work of the 1,000 or more local amenity societies registered with the trust, fulfilling its ideals at local level.

At the trust's suggestion, member societies and other environmental groups tackled various projects — tree planting, monument cleaning, footpath improvement, landscaping neglected sites, creating wildlife gardens, and other local improvements.

Society press officers used Environment Week to publicize the amenity group's other work, including its civic watchdog function. By law these

groups must now be consulted on development matters in their interest. Mr Bradshaw has high praise for the achievements of these societies. "Much of what is now admitted in cities, towns and villages is due to their dedicated work."

Their function is to raise environmental standards by commenting on plans and appearing at public inquiries. Their many practical initiatives

include planting tens of thousands of trees; issuing leaflets to help householders to maintain the period or regional character of their homes; organizing guided walks; clearing ponds, streams and beauty spots; erecting plaques; restoring buildings; and creating and managing heritage centres.

At national level the trust intends to expand its support for the UK2000

environmental improvement project by forming its own mobile task force to develop new community projects.

And the trust intends to cement its work in the community through its other existing programmes. One is its Heritage Education Group, supported by the Environment Department and chaired by Dr Neil Cossons, director of the Science Museum. It alerts schools and communities to their environment, and provides a forum for architects, planners, environmentalists and educators, to foster environmental education at all levels, from primary school to adult.

Last year's winner in its award scheme was a Basingstoke Infants' School, commended for "a record of persistence and hope in the battle of vandalism in the school grounds".

The trust is also retained by the Government to help in promoting enhancement schemes in conservation areas, by making grants to voluntary groups planning to restore historic buildings that would otherwise be lost.

The building is a former Britain exhibition is at the Business Design Centre, 52 Upper Street, Islington, London, N1 0QH, on October 1 and 2 from 10am to 6pm, and October 3 from 10am to 4pm. Admission is free. Inquiries: 01-359 3535



How it all happens: This building in the Derbyshire mining town of Wirksworth was part of the Civic Trust's first regeneration project. It won a Europa Nostra award

High flyers with a too-cosy image

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When four-year-old Lois James has a bad dream, her mother, Naomi, tells her: "Don't worry, darling, I'm in the room next door, and Daddy's looking after you, too." It clearly reassures the child, who recently told her mother: "I had a dream but it was all right because Daddy was there."

Round-the-world yachtswoman Dame Naomi James, 38, works constantly to build up some kind of relationship between her daughter and the father she never knew, Rob James, the yachtsman, drowned in a freak accident less than a week before his daughter was born, so Naomi has had to be both mother and father to their only child — while coming to terms with her own grief.

"I tell Lois that she has a father, even though he's not here, and for the sake of simplicity I say he's in heaven. I happen to be an atheist, but I still have a theory that he is somewhere. I tell Lois that she can talk to him if she wants to, and that he looks after her to a certain extent, and she seems quite happy about that. It's something she can grasp."

For herself it has been harder, a slow process of learning to cope both emotionally and practically with the loss of the man who was not only her husband but also her best friend. "I've always found it difficult to make close friends — even at school," she remembers waiting outside the school library until it opened, so that she could bury herself in a book until lessons began. "I couldn't bear to look spare. I hated to be on view in any way."

The acclaim which greeted her when she became, at 28, the first woman to sail single-handed around the world via Cape Horn, in the fastest time ever, was bearable only with Rob's support. He was one of the few people whose attitude towards her remained un-

Yachtswoman Naomi James has been a busy mother and writer since her husband died. Sally Brompton found out how she has coped

changed. Shy and solitary, Naomi was appalled by the consequences of becoming an international heroine. "Rob always had his feet firmly on the ground, and made sure that I did, too. You could never have any airs or graces while he was around."

One of the country's leading professional yachtsmen in his own right, who had sailed thousands of miles in round-the-world races, Rob James died when he fell overboard in the darkness while stowing the sails of his trimaran at the entrance to Salcombe Harbour in south Devon.

He slipped between the sheer glass fibre hulls of the 63ft craft and, despite vigorous attempts to rescue him from the 9ft waves, was in the water for nearly two hours before his body was winched on to an RAF helicopter.

For Naomi, heavily pregnant with Lois, grief at Rob's death was intensified by bitter irony — her own fear of falling overboard had nearly prevented her from making her record-breaking single-handed voyage. "I couldn't cope with the thought of being on my own, falling over the side and watching the boat sailing off without me." It was only after

she thought up the idea of having safety harnesses fitted into her oilskins that she made up her mind to go. When her pet kitten, her only companion on the trip, vanished over the side in the middle of the ocean, her terror was compounded. The fact that Rob died in the same way was a continuation of the nightmare.

In the difficult first few months after his death, loneliness was the least of her problems. She has always enjoyed her own company, which she attributes to six years spent working as a hairdresser after she left school, listening to her customers talking "the most boring, insane trivia. I'm sure that's why I sailed round the world on my own. I got this fixed idea in my mind about the triviality of people."

She only took up sailing after meeting Rob. "The idea of sailing around the world was not the enormous undertaking that other people felt it was. If it had been that difficult, I wouldn't have taken it on in the first place. The problem was that after I'd done it, I couldn't cope with the over-approval that everyone was giving me. I felt a fraud."

A year after she was widowed, Naomi bought a derelict cottage in Gloucestershire in order to be near her sister-in-law. "I thought it was important to live among friends and family for both our sakes."

The trauma of having to rebuild her life was made easier by the fact that she had Lois to look after. "I'm not a very maternal sort," she confesses. "I've never liked the idea of being tied to a house with children, but it turned out to be the best thing possible in the circumstances, because without Lois, I would probably have been in good-ness-knows-what corner of the world."

She also worked frantically to restore their new home, and when it looked as if



Appalled by approval: Naomi James, single-handed around the world and now at home, too

she might have time on her hands, she decided to write a book. Already the author of two best-selling books about her own experiences, she chose to write a third about the adventures of other intrepid seafarers. The result, *Courage at Sea*, is published next week and contains colourful accounts of 15 different voyages, ranging from Magellan's first circumnavigation of the world in the 16th century to the achievement of the lone Atlantic rower, Tom McKean.

The final chapter, which Naomi prefers to dissociate from the title of the book, is the story of how she and Rob won the 1982 double-handed

round Britain race in record-breaking time, just eight months before Rob's death and in the trimaran, off which he drowned.

For the reader, the poignancy of the tale is hidden beneath the excitement of the race, but for the author, writing about it was clearly a cathartic experience. "It was also the last time she sailed."

Even before the race she had decided to retire, because she no longer enjoyed sailing and her sea-sickness was becoming a major problem. "But Rob was very keen. I should do a race with him. He was highly competitive," she says. "I was more for the easy life. I think we made a good team, but I

wasn't particularly happy with the requirements of racing. But I was very good at doing what I was told and giving it as much as I could, because I was determined that nothing I did was going to let him down."

She admits that they worried about one another when either was away at sea. "But, it's just something you come to terms with, and live with. It was a case of relying completely on the other person looking after themselves. Rob, I knew, could cope. You just don't dwell on the fairly large element of risk."

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High ways

Why, Alice Thomas Ellis asks, does the car exert such power over men?

I hear that Captain Mark Phillips is in trouble for allegedly bowling down the M4 doing a ton plus three. And it was reported only last weekend that another driver, a member of the Institute of Advanced Motorists, was way ahead of the police, doing 149 mph until they finally managed to catch up with him. I myself have never driven a car, nor had any desire to do so. I know beyond doubt that if I were the driver and found myself, say, at the roundabout affair near Olympia, I would get out of the car, leave it there and summon a taxi. This being the case I am filled with admiration for people who can drive. Those, that is, who drive carefully. Women, in my experience, treat cars merely as convenient vehicles for getting from A to B. They are meticulous about seeing that the tyres have air in them, the radiator water, the tank petrol. They check that the kiddy locks are securely fastened and peer closely to ensure that the passenger has her seatbelt on. They see the car as something to sit in to reach a destination, not as an extension of their personality.

Men, on the other hand, are almost invariably slightly alarming when they get behind the wheel. They do see the car as an extension of their personality and their personalities change. The mildest of chaps becomes something of a tiger. Royal men, who, you would think, had nothing to prove, are not free from this tendency. Viscount Linley has been apprehended roaring down the motorway at speeds well in excess of the legal limit. Speed is well known to be intoxicating, but there is more to it than that.

I have glanced to the left from my position in the

passenger seat while being driven by a woman, and have observed the expressions on the faces of men as we sped past them in the outside lane. Very often, even if the man is driving the most clapped-out of old bangers, he will force every ounce out of it to get ahead of us and stay there. Being female and therefore not playing the game, we let him have his satisfaction, muttering superciliously to each other "silly wally".

But I wonder how many accidents are caused not by drink, but by the rabid spirit of competition. I also often think it would be quite interesting if people in passing cars could hear what each was saying about the other. On the Continent, I have read, conflicting motorists have been known to get out of their cars and shoot each other. But then Continental men are known to be even more sensitive than our own about their macho image.

However, men universally are reluctant to admit that they could possibly be in the wrong. Passing the scene of a recent collision involving two cars, you will frequently find both of them yelling their heads off and waving their fists, whereas if a woman driver were unfortunate enough to have some road hog crash into her you will often find her conciliatory, not to say apologetic. I am reminded of the old wartime story of a land girl driving a tractor which comes to a grinding halt would cry: "Oh, what have I done?" while the farmer's lad in the same straits would bellow: "What bloody fool's been messing about with this tractor?"

I am afraid it all comes down to sex. One could say that a woman sees a car as a nice safe womb to be treated with care while a man sees it as something quite different.

WHO SAID:

"One of the most difficult things in life must be to sense you are a failure and your partner is successful"

Meek and mild — and making money

One man says that women's ability to adapt makes them more effective in business

Graham Lancaster is the sort of chap you would pass in the street without noticing — and that is exactly the way he wants it. He is glad to be grey.

Yet his personal and professional philosophy has taken him from a working-class Salford home to the top of the PR tree, a journey, in his phrase, "from mushy peas to mushy management".

At 39 he is deputy managing director of Biss Lancaster public relations, the company he co-founded nine years ago, and he is well on the way to his first million.

The derring-do of a Branson, the flamboyance of a Halpern are not for the likes of him, nor, he argues in his new book, which claims to offer the key to personal and corporate success, for the likes of most of us.

His message is that rugged individualism is out and conformity is in. If you want to get ahead, be safe, inconspicuous, accommodating and, where necessary, servile.

It is a strategy, he claims, which women are even better equipped to employ than men. Centuries of social conditioning have honed their skills in passivity and adaptability. Despite the vogue for shoulder pads and self-assertiveness training, such traditional tactics are a better bet.

Biss Lancaster itself employs 78 women to seven men.

"In fields where women have become established on an equal footing, they out-distance men because of such skills."

"What I'm saying might be unpalatable, but after 20 years in business I'm convinced that bosses want safe people."

The Sixties, Lancaster says, have a lot to answer for. He is convinced that the crusade for self-expression was disastrous. "Genius had always been able to afford eccentricities; our mistake was the belief that copying them was somehow acceptable and of merit and an advantage. I blame John Lennon. I mean, I



Glad to be grey: Graham Lancaster, busy being richly unobtrusive

have friends who still refuse to wear a tie."

He is a believer in first impressions, hence the importance of appearance. "Your choice of dress should reflect your organization's values, not your own. Dress as a BBC newscaster might — ageless, classless and unobtrusive."

And unless you are completely confident about your spouse, your children, your dog and your taste in interior decoration, never ever invite the boss home. His book advises on small talk, body language (attentive and submissive is the best), listening skills, time management and office politics. What Lancaster calls

submissiveness and attentiveness, some children of the Sixties may call creeping and crawling, but he is quick to point out that there is plenty of that at the top as well.

"Conformity has become a dirty word, but it's the basis of civilization and what most of us are happy with."

The title of the book, *The 20% Factor* (Graham Tarran/David and Charles, £9.95), typifies this "softly, softly" approach. "We can't all be business superstars. Winners by definition are few and if we measure ourselves by those standards we feel failures."

Success has brought Lancaster and his wife Lorea, a dental hygienist in Harley Street, an extremely pleasant lifestyle: a mansion flat in the West End of London, a country retreat in the Cotswolds — and an Aston Martin, chosen, he says, precisely because it is not the type of car to make others really envious. "You don't get those awful stares that you do in a Porsche or Lamborghini."

Liz Gill

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BRIEFLY

A round-up of news, views and information

Country style

The National Trust has plundered the rich archives at Blickling Hall, their mainly 17th-century country house in Norfolk, to enable those who admire the beautiful fabrics in their historic properties to recreate country house elegance in their own homes. With the fabric manufacturers G P & J Baker, and under the guidance of interior designers Jean Munro and David Milnaric, they have produced 14 designs (in 46 colourways) in glazed cotton, chintz and heavy cotton, priced at about £19 a metre and produced entirely in the UK. "An earlier collection was made in France, which seemed rather unpatriotic," observes Mrs Munro. The materials will be on sale in Peter Jones, London SW1, and from NT shops.

Words' worth

Those in pursuit of the "divine gift of articulate speech" might seek the help of the Voiceworks Partnership, a group of communication experts. They train individuals

and groups in public speaking and interview techniques, and smooth out dialects. The autumn schedule features an innovative workshop on "The English Accent", designed to help fluent foreigners to sound less like Zsa Zsa Gabor or Paul Hogan. It also offers a detailed analysis of each individual's accent so they can work on it at home. Further details of courses, which cost £48, are available from 53 Milson Road, London W14 0LH or by telephoning 01-602 0362.

Quote me...



"I still have a strong sense of the sanctity of a love affair, but I've chosen not to be married again. I support myself. I like being on my own. And I'd hate to have any relationship ever again in which one discussed money."

Relics galore

From porcelain pigs to steam engines — you name them and somebody has them, as evidenced by the recent auction of two million items of seemingly trivial British memorabilia, ranging from scrap metal to newspapers. The auction raised £34,500 for Roy

Wells, whose magpie-like obsession has been described as "a disease". According to Phillips, the London auction house, collecting has changed during the last 10 years; fine art and heirloom furniture have been joined by everyday items, "from Dinky cars to 1940s clothing, Beatrix ephe-merals to teddy bears". Most popular assemblages, according to Peter Johnson of Phillips, "tend to be childhood relics. But they're really valuable only in pristine condition." His hot tip for the future? "Tin wind-up toys from Hong Kong. With the colony reverting to Chinese ownership, these will ultimately have a scarcity value."

Tree time

If you go down to the woods today, it seems they are quite likely to be owned by someone famous, like Terry Wogan, who has twigged the financial appeal of investing in conifer forestry, even though the trees are unlikely to pay dividends for at least a decade. But now an ecological brouhaha is brewing over the siting of such afforestation, which the World Wildlife Fund explains is often "less hospitable to wildlife than some of the vegetation it replaces, such as upland moors or bogs." The Economic Forestry Group, which organizes timber planting for investors, does indeed plant broad-leaved trees like oak, ash and birch on demand, if you can wait a century for a

return. Meanwhile, to raise cash for the preservation of existing woods across Britain and protect important species, the World Wildlife Fund is organizing a sponsored walk on October 11 through some of the country's most picturesque woodland landscapes. For details of the rambles in your area, telephone 04868 20551 to be put in touch with a local co-ordinator.

Josephine Fairley

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('Budgets confirmed. Finalise the deal!')

Or do you make your excuses and seek out the nearest phone, only to find it could have waited after all?

('Pick up half a pound of sprouts on your way home, dear.')

Decisions, decisions.

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attention by a series of small vibrations.

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SOME PEOPLE FIND THEIR PAGER'S COMMUNICATION A LITTLE BASIC.

simply switch to 'silent mode'.)

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'Tomorrow's 10 o'clock meeting put back to 11.00.'

'Urgent. Call 637 8764 re-new system components.'

'Mother's round for dinner tonight. Be there!'

Etc. Etc.

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THE COLONEL'S REPUBLIC

Col. Rabuka who seized power for the second time in Fiji last week, has now surprised his critics once again by announcing his readiness to declare a republic. By confirming his intention to end the 113-year link between Suva and the British Crown, he pre-empted the efforts of those who have been striving to prevent the step.

But the islands' army chief is in danger of moving too fast for his own good. The opposition of the Commonwealth was predictable. Aid sanctions are already being brought to bear by Australia and probably New Zealand, while London is thinking again about its annual £4m.

Col. Rabuka must have taken account of all this. He says he does not worry about exclusion from the Commonwealth, either. Under Commonwealth rules, any nation must re-apply for membership if any change is brought about in its status. With the condemnation of the Secretary-General Sir Sonny Ramphal ringing in his ears Col. Rabuka and his supporters must have calculated that Fiji has little chance of readmittance in such circumstances.

But what they cannot be sure of is the strength of their power at home. The elected government which was overthrown last May, was not entirely elected by ethnic Indians. It also commanded support from landless Melanesians. However much these indigenous South Sea Islanders might resent the commercial dominance of the Indians, they also had little to gain from supporting their own chiefs and land-owning classes. To assume that Col. Rabuka represents all his own people is misleading.

By planning to turn his country into a republic he risks increasing the strength of this opposition. Many islanders more likely to take

their lead from the Council of Chiefs, an ancient body of elders whose influence could be crucial. And these chiefs are likely themselves to look for guidance, to Ratu Sir Penaia Ganilau, the Governor-General.

Sir Penaia is not only the Queen's representative, but is also a respected chief in his own right — and is actually chief of the region where Col. Rabuka comes from. This partly explains Col. Rabuka's reluctance to move against him.

So far the Governor-General has stayed at his post — the only legally constituted authority left in Suva. The judiciary already has denounced Rabuka. If the Council of Chiefs also does so — drawing its strength from the example set by the Governor-General — Col. Rabuka could quickly find himself in trouble. The next few days will be a testing period for both sides.

Sixty per cent of the civil service is run by Indians, no doubt one of the figures which lie behind Melanesian discontent in Fiji. But it could also embarrass the military leaders if more than half the civil service withdraws its labour at such a time. The machinery of government, while it may not exactly grind to a halt, is likely to start moving very slowly.

A great deal of uncertainty still clouds the future of Fiji and Col. Rabuka. There is still time, as Buckingham Palace has itself acknowledged, to halt the slide towards military rule, civil unrest and economic catastrophe. A cool head at Government House is what Fiji needs most — to rally support among the moderates still in Suva. If the Governor-General can succeed in that, it may yet be that Suva's aggrieved military will settle for a satisfactory compromise to solve the archipelago's ethnic problems.

SPRIT OF '64

Mr Kinnock has told Labour to face reality — not something it finds easy. Before June 11, Mr Kinnock found it hard enough. Yesterday he set about it in a cunning speech with some carefully applied rhetoric several cuts above the average.

There must be a review of policies, he said. The point was not whether the policies were right or wrong in June, though this could be a starting point, but whether they would be right for 1990 or 1991. Labour had to be candid and honest with itself and with everyone else. But when he went on, Mr Kinnock was himself less than candid.

That is understandable. He knows that a large section of his party dislikes rethinking policies. Mr Kinnock described the objectors as timid people who "seem to have 'do not disturb' notices" hung on their minds. They talked about betraying principle, but the real betrayal would be if a party which had suffered three consecutive defeats did not undertake such a review.

Good. But it was at this point that Mr Kinnock and candour lost touch with each other. The rest of his speech was on the theme of socialism's essential appeal being in tune with the realities of life that therefore Labour had no problems in facing its present difficulties. That is the opposite of the truth clearly visible between the lines of the contorted logic which Mr Kinnock then offered.

First, he listed what he called the good and bad realities: increasing home ownership but fewer houses and more homelessness, earlier retirement but more poverty in old age, changes in the pattern of work as a result of technology but underinvestment in industry and skills. Then there was share ownership, and in a burst of realism not heard from him before June 11 he told Labour that it would be fooling itself if it pretended that a few million people owning their own shares would make no difference to those voters' perceptions.

He adopted some remarks of Mr Ron Todd. It would not do to say to one of Mr Todd's well-paid dockers who was buying his own house, had various consumer durables and

took holidays abroad: "Let me take you out of your misery, brother." The truth, Mr Kinnock revealed, was that there was no conflict between socialism and affluence and that he himself had faced this fact at the age of 17 after Labour's 1959 election defeat.

It is not a text on which Mr Kinnock has much preached in the intervening 28 years, though Lord Wilson used it in 1964 when wooing the middle classes by offering planned growth without the tears of high taxation. Still, we now have it on Mr Kinnock's authority that is what Labour thinks. So given that the dockers and everyone else can keep his few shares (but in what form?) and retain his other affluence, the question arises: what is the Labour Party now for?

Mr Kinnock's answer was that even the more affluent workers could not afford the price of schooling for their children, proper care for their aged mothers or provision for the family's medical needs and their own pension. Collective provision of such things at a high level of quality was what Labour was for. The Conservatives could never do it. The market could not decide the quality and quantity of welfare, a point at odds with his recognition elsewhere in the speech that Labour supporters were making their own private pension arrangements.

But how can Labour meet this blanket social provision unless Mr Todd's dockers and a great many more workers besides are to be taxed higher to pay for it? Or does Labour cling to planning and to the milking of high taxpayers? And if industry is heavily taxed, what happens to growth? Labour is back with the old dilemmas from which it tried to escape between 1959 and 1964.

Mr Kinnock asked how, since Labour's supporters were buying their own houses and taking out private pensions, it could possibly be hostile to enterprise. He would have been more to the point had he reflected that it is because Labour is thought to be hostile to enterprise that the party has too few voters. A clever speech, but a sad one since it was hard to see where it pointed except to the past.

MR RIDLEY'S SLEIGHT OF HAND

With the housing white paper published yesterday, the Government committed a lot of Parliamentary time and legislative effort to a set of proposals both practically and philosophically incomplete. The paper is not going to please those — and they tend to be the same people — who expect legislation to effect quick changes in the social and economic order and those whose political antennae are so exquisitely tuned that they can already detect insufficiencies of "radicalism" in the proposals being brought forward for Mrs Thatcher's third term.

It goes without saying that it will win no friends among the councillors whose estates and patronage are to be dismantled, or among the bishops in the voluntary housing movement who are now supposed to behave like Victorian capitalists conjuring a return on capital out of homes for the poor. To be attacked from two sides is often taken as a sign that the person in the middle is right. On this occasion the person in the middle — the Secretary for the Environment, Mr Nicholas Ridley — has produced a plan with such interesting parts as the housing "action trusts" for the inner cities, the whole is less than their sum. Two queries hang over this paper.

The first is financial. Mr Ridley has presumably squared his thinking with his colleague the Chancellor, and also with the Secretary of State for Social Services, Mr Moore, whose interests as a reformer of welfare are intimately bound up with the future of housing benefit. The engine which is to pull the plan is the renewed application of private capital to rental housing, in order to bring forward property now lying idle, to refurbish existing public sector property and to build anew. Mr Ridley, all credit to him, sees that there are profound consequences here for planning and land use. He sees also that private capital will only come forward if the rate of re-

turn is adequate. Rents will have to rise; and rise considerably in the South of England where land is dear and property booming.

At this point Mr Ridley performs a sleight of hand. Instead of confronting this across-the-board rent rise and accepting that the future private sector will largely be an upmarket affair enhancing mobility mainly among the better off — rather than among bus drivers moving south from Sunderland — he seems to envisage that private renting will somehow grow as a provider for the poor.

But if the private rented sector is meant to be revitalised for them, who is going to pay the higher rents? Either poor tenants are going to have to pay a larger share of their disposable income in rent or their call on the welfare system (housing benefits) will much increase. No sums are done in the paper.

So the second query above the White Paper is social. With goodwill and the application of (unspecified) amounts of public money, the Government's plan to diversify the ownership and more importantly the management of council rented property might, in certain areas, work as well as housing cooperatives have in parts of Glasgow. But this is no general recipe.

The White Paper, it turns out, is bereft of an elementary understanding of how people behave. It relies on council house tenants who, despite the most generous discounts, still have not joined the majority who are owner occupiers. Might it be because they are in some sense lacking in energy and motivation? If so, will these selfsame tenants suddenly engage in the strenuous business of transferring the freehold of their property to another landlord who might offer marginally better service in repairing the taps? If council housing is in future to be — a blunt but accurate term — welfare housing, then the sooner that is accepted the better.

Debatable future in television

From Mr John Chittock

Sir, As proposals for a fifth television channel in Britain now gather momentum, the political expediency of the idea may cause its other potential benefits to be overlooked.

Despite the apparent rush to liberalisation of our TV spectrum, there is still one source of programming almost totally denied to the viewing public — that is, the film. TV feature or even educational series which is made possible not by audience ratings or international sales prospects but by the responsible financial support of industry or business.

The notion of such "sponsorship" has been an emotive issue in the past, although Britain long ago demonstrated that "sponsorship" (some would call it patronage) is capable of making a unique — indeed, historically important — contribution to our moving-picture culture. I refer, of course, to the heritage left by John Grierson, whose documentary film movement of the 1930s was funded by sponsorship and created the caucus of talent that later influenced the shape and quality of British television in the fifties and sixties.

It is too easily forgotten that films such as Grierson's *Night Mail*, Flaherty's *Louisiana Story*, Schlesinger's *Terminus* and later many outstanding social/educational documentaries from talents such as Karel Reisz, Hugh Hudson and Roger Graef were all sponsored.

A fifth television channel that welcomed responsible material financed by industry (and sometimes about industry) would provide a fresh stimulus for such patronage. It could provide the much demanded alternative of a commercial channel with competitive rates (yet different enough to be a genuine alternative). Not least, it could provide television access for those parts of society which wish to contribute responsibly but at present are either discouraged or proscribed. Yours faithfully, JOHN CHITTOCK, 37 Gower Street, WC1, September 29.

Private power

From Mr J. D. Kimber

Sir, The debate so far on the privatisation of the electricity supply industry (ESI) has centred on the efficient production and distribution of electricity.

However, a further dimension has yet to be explored. With the entire industry under review, now is the time to widen the mandate of the ESI from a narrow focus on electricity to embrace the concept of efficient energy.

The Central Electricity Generating Board is obliged by statute to provide an economic and efficient supply of electricity. This does not necessarily make optimum use of the fuel inputs. The thermal efficiency (i.e., the ratio of energy in to energy out) of the CEB's coal-fired power stations is between 32 per cent and 36 per cent. Combined heat and power (CHP) stations can reach an efficiency of well over 70 per cent by productive use of waste heat from the generation process.

Welsh without peers?

From Norroy and Ulster King of Arms

Sir, Your report (September 19) that the Welsh peers have commissioned a bust of the Princess of Wales begs an interesting question: what is a Welsh peer? As Wales was assimilated into England in the early 14th century there has never been a Welsh peerage.

So, is a Welsh peer one of Welsh ancestry, like Lord Kensington, who is descended in the male line from Tudor Trevor, Lord of the March, but enjoys an Irish peerage and lives in South Africa; or Lord Harlech, who has a Welsh territorial title in the peerage of the United Kingdom but is of Anglo-Irish descent and lives in Shropshire; or Lord Callaghan, who must be of Irish descent and lives in Sussex, but whose whole political life has centred on Cardiff?

Is there a criterion or are there, as I suspect, many criteria based on some clever *a posteriori* reasoning which establishes that he who subscribes to the coat of the bust must be a Welsh peer? I am, Sir, your obedient servant, J. P. BROOKE-LITTLE, Norroy and Ulster, The College of Arms, Queen Victoria Street, EC4, September 19.

VAT on construction

From Lord Bruce of Donington

Sir, The Paymaster General (September 24) is quite correct in pointing out that the case before the European Court is quite separate from the Commission's proposals on VAT harmonization which Lord Cockfield made public in July. Indeed, my letter (September 16) dealt solely with the issues raised by the case itself (No 416/85).

It is a pity, therefore, that he expended so much time in clarifying matters I did not raise instead of dealing frankly with those which I did.

If I understand him correctly, when he says "we are bound by our treaty obligations to accept the decision of the court," it is within the competence of the court, in the event of it deciding in favour of

From the Chief Executive of Channel Four Television

Sir, Alan Peacock has, beguilingly, further refined his proposal for a council to subsidise public-service broadcasting when the market rules all. He thinks greater intervention will be required to preserve quality in television.

Change is coming in broadcasting. New technology and Government policies to encourage competition mean that there will be a great deal more of it. Newcomers will erode the pre-eminence of the current duopoly. These are welcome: they will bring choice to viewers and opportunity to advertisers.

Peacock would have it that, on their arrival, the heart will necessarily die in present broadcasters.

The BBC, funded only by subscription, and ITV, succumbing to market pressures, will lose all incentive to produce news, current affairs, documentaries and programmes on the arts. In their stead, a new queue will subsidise all the desirable BBC output, now much in evidence, which the market, left to itself, will not provide.

In the wasteland Peacock envisages, when the consumer satisfactions provided by our present broadcasting no longer obtain, his contrived safety net will prove too little, too late.

It ought to be the object of Government broadcasting policy to sustain for a long as is practicable, that is certainly into the 21st century, the strengths of the present system, which viewers palpably enjoy and licence-fee payers willingly support, while adding to it whatever supplementary services the market, fuelled by new technologies, will bear. That means refusing to solve the BBC or ITV of their current public-service obligations and keeping Channel Four with its present remit. More should not be allowed to mean less.

Yours faithfully, JEREMY ISAACS, Chief Executive, Channel Four Television, 60 Charlotte Street, W1, September 28.

Despite the good intentions of the 1983 Energy Act, with only one or two much publicised exceptions, the CEB has done nothing to support CHP.

It is widely believed that prejudice against CHP has become institutionalised throughout the ESI, in favour of a large coal or nuclear power station philosophy. Such sentiment would forever preclude the adoption of CHP on a large scale if the ESI were made into a private monopoly.

Privatising the industry can be the catalyst for CHP, but only real competition will provide the spur for generators to adopt such new and energy-efficient technologies. Any system which hinders this must surely be against the national interest.

Yours faithfully, J. D. KIMBER, Watson Cottage, High Street, Waltham on the Wolds, Leicestershire, September 21.

Terminology

From Mr John Cheddle

Sir, In commenting on the various names used for the current school term your correspondent, Mr Fetherston-Dilke (September 16), gently lifts at Westminster's use of "Play Term". The nomenclature is derived from the Westminster Latin play which, until the Second World War, was performed every year at the end of this term by the Queen's Scholars in their dormitory, which was transformed into an auditorium for the occasion.

Almost complete records of this annual play exist from as far back as 1704. By its passing, not only the school but London itself lost a great occasion.

Yours truly, JOHN CHEDDLE, Bafford Cottage, Charlton Kings, Cheltenham, Gloucestershire.

From Mr R. V. Chute
Sir, Mr Fetherston-Dilke fails to mention his nearest independent school. Paradoxically our longest term is called Short Half.

Yours faithfully, ROBIN CHUTE, Estates Bursar, Winchester College, Winchester, Hampshire, September 17.

The Commission, to require HM Government to levy VAT on, among things at present zero-rated, all new building construction at a rate of 15 per cent.

This being the case, perhaps the Paymaster General will now give unequivocal answers to the questions put in the last paragraph of my letter, which I now repeat.

If decisions by the European Court are automatically enforceable in the member states concerned, then what becomes of the sole sovereign right of the British House of Commons to levy taxation? If they are not, will the Prime Minister assure the country that, notwithstanding any ruling of the European Court, she will not introduce legislation to put its judgment into effect or, if she does, that she will afford all MPs a free vote on the Finance Bill and will refrain from applying the Whips to ensure that the European Court's judgment is given effect to?

In the meantime, one can only gaze with astonishment at a situation in which the British public and British members of Parliament are denied by "a well-

Lack of global issues in curriculum

From the Director of Oxfam

Sir, The Government's proposed Education Bill is clearly far-reaching and significant, comparable with the Acts of 1870, 1918 and 1944. Its consequences will reach into the next century. It is vital therefore that all of us who are concerned about the nature and quality of the education offered to our children make our hopes and concerns known to the Government.

In Oxfam there is concern lest the proposed national curriculum for pupils in compulsory schooling between the ages of five and 16 proves too narrow in its vision, depriving young people of a vital dimension in their education.

The importance of "the world of work" for which this proposed curriculum is intended to prepare young people is not questioned; there is, however, anxiety that their education should also prepare them for participation in a democratic society, and that that participation must address the issues of international interdependence, poverty and inequality which face the world as a whole.

Oxfam's overseas experience gives us many insights into the complexities of world development and for 20 years we have worked alongside teachers who wish to promote a sense of world citizenship among young people. We are impressed by the highly professional and balanced way in which teachers have communicated these complex issues to their students. We feel that this vital element in young people's education needs to be fully recognised.

The aims of education referred to in the national curriculum document acknowledge the importance of this approach. These aims were defined in the DES paper, "Better Schools", which stated that education should "help pupils develop moral values... and tolerance of other races, religions and ways of life" and should also "help pupils to understand the world in which they live, and the interdependence

Ethnic education

From Mr A. S. Jerwood

Sir, In her letter to you (September 23) Lorna Boreland, of the IEA, wrote "it is crucial that community languages such as Bengali are taught..."; but she only considers that "competence in English would remain a high priority".

Does she not realise that the French and German languages are taught for commercial reasons and that substitution of Bengali will condemn the ethnic minority to a disadvantaged future when it comes to looking for a job? They may be able to talk to grandma but not answer any advertisement that requires competence in a "commercial" language.

What Ms Boreland should be doing is to make sure that grandma goes to evening classes to learn English and thereby enable her to feel more a part of the country she lives in, and adding Japanese to the curriculum of her schools instead of wasting money on Bengali. This would give the so-called ethnic minority a chance to become part of the ethnic majority and one with a better chance than most of getting a job when the time comes.

Yours faithfully, A. S. JERWOOD, 18 Waggon Road, Hadley Wood, Barnet, Hertfordshire, September 23.

From Mr P. A. D. Dale-Thomas
Sir, I have a daughter who teaches in a primary school in Southwark. In her class the ethnic minority are the white children. I imagine the situation is similar in Ms Boreland's neighbouring Lambeth.

Yours faithfully, P. A. D. DALE-THOMAS, Ashton House, Chaffcombe, Chard, Somerset, September 23.

Great survivors

From Mr R. R. Feilden

Sir, Lord Brunsfield's experience of office goes back even further than Mr Colin Macchie's recollection (September 18). As an Assistant Whip in 1928-29, he must be the sole surviving member of Baldwin's second government.

Yours faithfully, R. R. FEILDEN, Allfarthing, West Street, Mayfield, East Sussex, September 19.

established convention" any information either as to the Commission's case for the imposition of a 15 per cent levy on new building construction or HM Government's pleadings in response.

Yours sincerely, DONALD BRUCE, House of Lords, September 25.

Drop in the bucket?

From Squadron Leader R. F. Bury

Sir, Wing Commander McCune-Hall (September 25) has drawn attention to a dilemma of modern living which confronts us all from time to time.

When a restaurant proffers a cup of tea with the tea-bag in situ, I believe that the correct, and certainly the most satisfying, response to this deplorable practice is to leave the used bag under the saucer in lieu of a tip.

Yours faithfully, R. F. BURY, 17 Rosemead, R.F. Halton, Aylesbury, Buckinghamshire, September 25.

of individuals, groups and nations

However, the outline of the curriculum as now proposed does not seem to reflect these aims. The focus on a narrow range of subjects, and the total omission of subjects such as economics, social and environmental studies, would narrow the scope of education opportunities and leave young people ill-equipped to face the future.

It is to be hoped that Mr Baker will take the opportunity to restate these broad aims of education in his Bill, and that he will strengthen the elements of his proposed national curriculum to provide an appropriate education for the generation whose schooling will end in the early years of the next century. We surely owe our children the opportunity to prepare for the complex global issues which will inevitably confront them. Yours faithfully, FRANK JUDD, Director, Oxfam, 274 Banbury Road, Oxford, September 29.

ON THIS DAY

SEPTEMBER 30 1899

Sir Thomas Lipton was no more successful in his first challenge for the America Cup than his predecessor had been, or than in his own four subsequent challenges, of which the last was in 1930. The cup was named after the schooner America, which crossed the Atlantic in 1851 and carried off the trophy offered by the Royal Yacht Squadron in a 53-mile race round the Isle of Wight.

THE AMERICA CUP.

(From Our Special Correspondent.)

NEW YORK, Sept. 19.

The more Shamrock is seen in American waters and her performances are compared with those of Columbia, the more her supporters pray for a good hard blow on race days. And her supporters are by no means confined to the British element here. Amongst American yachtsmen — and I have conversed with many — there is a strong belief that Columbia will win, but permeating this belief is a quiet wish for the success of the British challenger. A prominent American yachtsman said to me at the New York Yacht Club, "We shall, of course, do our utmost to win, and we have built the best boat that we could, but if we lose we shall not cry. It is about time that we should be put to the test of seeing if we can build a boat under the altered conditions which now prevail able to cross the Atlantic and bring the Cup back again from your side." This represents the general sentiment...

With regard to the possibilities of crowding on the race days, this is a matter upon which Americans seem most sensitive. Everything which can be done to ensure that the vessels shall sail the course unhampered by excursion steamers or tugs will be done. The task however presents many difficulties. Public interest in the contest on this side of the Atlantic has never run so high before, and the office of the local steamboat inspectors has been inundated with applications from owners or charterers of vessels to carry passengers on the race days. These applications refer to all kinds of craft — river, sound, and coast steamers, barges, freighters, tugs and yachts. Vessels from places as far distant as Maine and Florida will be present, and all the large first-class boats want to carry extra passengers. ... The principal vessels in the harbour licensed to carry passengers have a combined carrying capacity of nearly 70,000 persons. When to this is added the large number of vessels from other ports, the many small craft yet to be licensed, and innumerable yachts, it is estimated that the total carrying capacity of the vessels which will follow the races will be upwards of 150,000 passengers. To control such a miscellaneous fleet effectively will surely try even American ingenuity...

There is one thing which rather puzzles our American cousins, and that is the leisurely manner in which the work of running up the Shamrock and getting her into racing fettle is being carried on. Here we are within a fortnight of the first race, Columbia has already been tried again and again, and sailed much after match with the fastest boat on this side. Her weak points have been discovered, and where possible remedied. Almost everything that can be known about her by her captain and crew has been brought out, and the boat has been fit to race any day for more than a week past. It was only yesterday, however, that Shamrock for the first time sailed the full course. True, the accident to her staff last Wednesday was very unfortunate and delayed her full trials somewhat, but the possibility of delays of that kind should surely have been foreseen. As compared with Columbia, Shamrock will cross the starting line on the day of the first race as a "green" boat, minus the advantage which constant drilling on the part of the crew and frequent tests in keenly-raced races have given Columbia...

Bitter harvest

While the International Monetary Fund and the World Bank meet in Washington this week to attempt once again to find some cure for the seemingly terminal disease of the Third World's trading, loan, and banking systems, television's best comments on the subject were oblique, in the second of Channel 4's excellent *The Politics of Food*.

David Stockman's ravings against the American dairy

TELEVISION

bill which, against his advice, Ronald Reagan signed in 1983, could have been recalled in this programme: "Paying dairy farmers \$1,300 per head not to milk their cows... the single cleanest, easiest, and most justified shot at budget cutting during the entire Reagan presidency was kicked in the ditch." That sort of comment presumed that the support system could be eased out from under American farmers with no problems. But, as this programme revealed, the farming crisis there is running deeper and deeper.

The system is crazily artificial. Subsidies produce food which has no place to go. Massive surpluses are off-loaded on Third World countries, creating acute problems for native farmers who cannot earn a fair price for their products, nor improve their methods of production.

A fantastically complacent man from the US Department of Agriculture, Richard Goldberg, suggested that to limit grain exports to Bangladesh, which could in theory become self-sufficient, would be "protectionism at its worst," and that for American farmers "good times are coming soon... at least I hope so." The lunatic cost in Minnesota was spelled out: bankruptcies, suicides, the auctioning off of farm equipment, besides which "a couple of bankers have been shot".

William Holmes

They're playing our tune

For the National Jazz Month, some of the finest American musicians are joining the cream of home-grown talent. Clive Davis considers the state of the art in Britain

The headline on the cover of the music magazine, *The Wire*, neatly sums up the mood of the moment: "Jazz Month: The Nation Swings" is a slightly tongue-in-cheek view of National Jazz Month, which will be launched tomorrow with a series of concerts at such disparate venues as the Queen Elizabeth Hall and the Duke of Cornwall Hotel in Plymouth, and will go on to showcase well-known American musicians — such as the trumpeter Don Cherry, the saxophonist Steve Lacy and the blues guitarist B.B. King — alongside the cream of British talent.

The nation, of course, will not really be swinging. Most Britons will probably be unaware that the festival is taking place at all. Despite its recent surge in popularity, jazz is still a minority pursuit which occasionally surfaces in an odd Top 40 hit or television commercial.

All the same, there are unmistakable signs that the latest revival is more than just a fad. Record companies hitherto specializing in rock have begun to exploit a new, youthful market, eager to listen to homegrown talent such as Itchy Fingers, a saxophone quartet, or the Jazz Warriors, a 21-piece orchestra. Colour supplements, always eager to spot a trend, have even run features on jazz fashion, using young musicians as models. Another notable step forward came last month when the Loose Tubes orchestra made their debut at the Proms.

Pete King, the business brains at Ronnie Scott's Soho club, is "astounded" by the current flood of bands: "Take the saxophone, for example. When I was starting out as a musician, there were very few world-class British players. We had Ronnie, then a gap before Tubby Hayes came up. Then there was another gap before Joe Harriott came along. It's all different now. There's no end of brilliant players — they keep coming out of the woodwork."

The idea for National Jazz Month was first mooted about three years ago, in discussions between regional organizations and Jazz Services, the Arts Council-funded body which is responsible for co-ordinating events across the country. "Some of the concerts would have gone ahead even if there hadn't been a Jazz Month," says Chris Hodgkins, the ebullient director of Jazz Services. "But we wanted to create a focal point for people, especially outside London. The scene is very, very vibrant at the moment, and we thought it was about time we let everyone know about it."

An incorrigible optimist, Hodgkins ploughed ahead even when it became clear that raising private sponsorship would be immensely difficult. Attempts to create permanent structures have often come to grief. The worst example in recent years was the notorious National Jazz Centre, a building housing a concert hall, rehearsal spaces, library, restaurant and so on, planned for Covent Garden. After more than a decade and a half of negotiations, and huge cash injections, the project eventually went into liquidation earlier this year.

The failure was a reminder of the fragility of jazz's financial base. Even a club as popular as Ronnie Scott's has had to struggle to stay afloat. If King and Scott have managed to keep their heads above water, other would-be proprietors have not been so lucky. There has been no shortage of new clubs in London, but many soon ran into problems. Mary Greig, who edits the monthly information sheet, *Jazz in London*, says the revival has had little effect on the number of hard-core venues.

"In terms of regular, working venues, I don't think things have changed too much. Some new clubs have come along, but others have closed. I'm not sure that established musicians are really getting any more work than five years ago. What I've noticed, though, is



In the showcase, some of the stars helping to make the jazz revival: From left, George Melly, B.B. King, Don Cherry, Digby Fairweather and Steve Lacy.

that jazz is very saleable if you put it alongside other attractions — in a wine bar, for instance, or a trendy restaurant. Those places are attracting people who wouldn't otherwise want to listen."

The situation seems much the same outside London. Jan Ford, of Birmingham's Jazz Central organization, believes that one of the main growth areas is in wine bars, venues which provide much-needed work for the growing number of musicians who have decided against trying their luck in London.

Ford thinks jazz entrepreneurs have been too inward-looking, neglecting the need for good marketing. Thus, one of Jazz Central's main programmes in October, "Bop for the People", will be concentrating on accessible

dance music purveyed by the likes of Tommy Chase. Meanwhile one sponsor, Radio Trent, will be putting out daily doses of jazz classics at 5.30pm — another good way of reaching the unconverted, says Ford.

Musicians themselves look on with a degree of detachment, some of them angry at the way the media focuses on the more fashionable, less gifted performers. Others, like the multi-instrumentalist Barbara Thompson, believe that all publicity, however misguided, is worthwhile.

Thompson is playing 14 dates this month. In jazz terms, her band, Paraphernalia, is the equivalent of a Dire Straits or a Genesis,

with a big following on the Continent. Her past collaborations also include work with Andrew Lloyd-Webber. Nevertheless, she still finds British audiences slow to respond. "It's quite a struggle. As a race we tend to be very lazy about music — we don't want to be given a hard time. Everything has to be familiar. Also, we're very short of medium-sized venues, which makes it difficult to reach a wide audience."

National Jazz Month will not change any of this overnight, of course; but plans are being laid for the long term. One offshoot of the festival is the formation of the Association of British Jazz Musicians, launched with the blessing of the Musicians' Union. One of the founders, the cornet player and author Digby Fairweather, believes

some form of professional body is long overdue.

There have been a few dissenting voices. Some think there are too many factions — trad followers versus modernists, young versus old — to make co-operation worthwhile. Fairweather is unperturbed: "There is a kind of fanatical around, I suppose. A lot of older players — some of them superbly talented — have been treated like the dregs of the earth for so long that they get pessimistic about changing things. And yes, there are bound to be arguments and conflicts, but it's good to have a forum for that anyway. You can't have a boxing match without a ring." Details of the main events in the National Jazz Month will appear each day in *The Times Information Service*.

It was child's play, John

ROCK

Public Image
Limited/Blood
Uncles
Astoria

When John Lydon was Rotten, the self-proclaimed anti-Christ and figurehead of punk, he personified in musical terms (perhaps in other ways too) the denouement of Yeats's poem, *The Second Coming*:

"And what rough beast, its hour come round at last,
Slouches towards Bethlehem to be born?"

Although he is still a cantankerous old devil, Lydon has

long been overtaken in the slouching stakes, not least by the support act on this occasion, a grubby trio known as Blood Uncles, whose song lyrics tripped less than gaily over such vaguely unpleasant subjects as AIDS, child-molesting, sadomasochism and Edinburgh. In the flesh, they fell a long way short of the level of moribund threatening energy achieved on their debut release, *Libertine*, but compared with this sort of gross intent, PIL's performance was like *Playschool*.

A rather weird *Playschool*, nevertheless, with a stage set designed in the expressionist style of Hundertwasser that looked like the product of a hallucinogenic-induced dream. During "Fat Chance Hotel", the backdrop of lurid,

striped fields gave way to one of bendy Plasticine-like skyscrapers. Lydon popped up from this sickly vista, like a March Hare, wearing a vast baggy green suit and sporting a hairstyle redolent of Dame Edna Everage.

With its line-up unaltered for over a year, the band has grown adept at pumping out hard, funky rhythms, layered with chiming interlocking guitar arpeggios, over which their leader can plaster his grating, bedouin-like whine.

With certain boorish foibles remaining — like his predictable goading of the crowd in the balcony — Lydon has become a seasoned, middle-league performer, with a conscientious, hard-rocking band.

David Sinclair

Fantastic visions

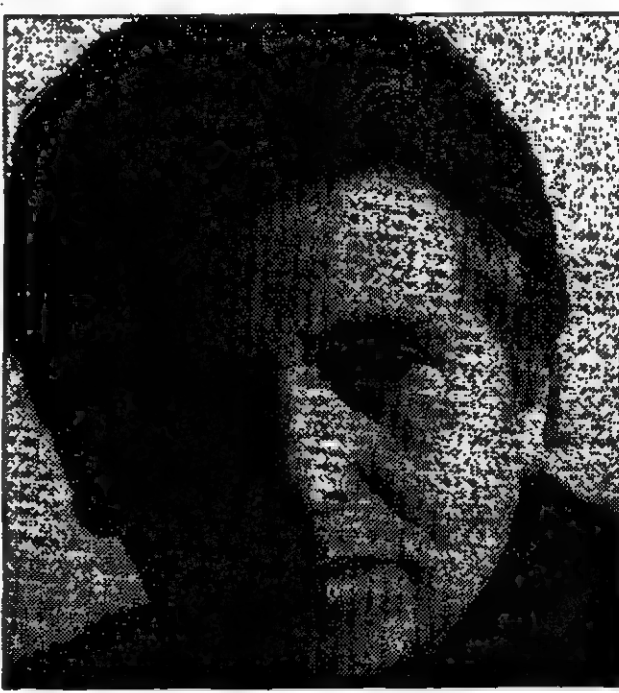
Robert Cohan, when asked about *The Phantasmagoria*, his latest production for London Contemporary Dance Theatre, is far more eager to praise the contributions of his colleagues than to describe his own share. And although the concept and direction are his, he freely admits that the starting point was a specific need rather than irresistible chance inspiration.

"Jack Phipps, at the Arts Council touring department, asked us for a full-length work. As you know, I always like to do something that is very theatrical. So I had the idea of a show that would use a lot of illusions and magic effects."

"It starts with Pandora and her box letting loose all sorts of horrors. I found that the first use of the word 'Phantasmagoria' for a theatrical production had the public being admitted to a small dark room where they saw frightening pictures which were made to grow larger so that they seemed to be coming nearer. We have a modern equivalent of that — but the piece as a whole is not too alarming; I hope it will be light and entertaining."

"Originally I had the idea that it would all be based on Pandora, Medusa, Perseus and Andromeda, but it turned out that we got through that in a few minutes, so we went on to a series of episodes. Then Tom Jobe, who was one of the other choreographers I invited to take part, had his own ideas for Part Two, which takes place in the Elysian Fields. He has used various singers who died as his characters: Patsy Cline and Janis Joplin, Maria Callas and Edith Piaf."

"Nadine Baylis has made some wonderful designs to achieve the magic effects we want. 'I always wanted to use contemporary music, but audiences are often unhappy unless they hear a strong beat or recognizable melodies. The music for *The Phantasmagoria* has been specially



Cohan: Always likes to do something that is very theatrical

Robert Cohan looked to illusion and magic

for his latest production, *Phantasmagoria*.

John Percival discusses it with him

written by Barrington Pheasant, Barry Jones to compose on his synthesizer, so that he can go on adding layers until he achieves exactly what he is after."

The other guest choreographer besides Jobe was to have been the American Daniel Ezralow, but he had to drop out at the last moment and Darshan Singh Bhuller has stepped into his place.

It is no secret that Cohan, who has been artistic director of London Contemporary Dance Theatre since its foundation 20 years ago, would like to hand on the responsibility. Now the search is on for a successor to him and for someone to take over some of the executive functions of LCDT's founder and chairman, Robin Howard.

When they are found it will be the time to appraise all the

Old flavours from the Big Apple

OPERA

Magic Flute/
Desert Song
New York City
Opera

As opera companies everywhere (well, almost) quest after an elusive and perhaps chimerical "relevance", the New York City Opera seems, in the late autumn of new productions, to have taken a reprieve. True, this company has done much to promote contemporary works. But with Philip Glass's *Satyagrah* scratched from this season's schedule, we have been left so far with *Carmina* and *Magic Flute*, both in conventional stagings, and — carrying irrelevancy to dizzying heights — Sigmund Romberg's *Desert Song*.

To be sure, having only recently weathered Peter Sellars's down-and-dirty production of *Don Giovanni* (at the PepsiCo Summerfare), set in Spanish Harlem, one was not looking for adventure when it came to *Magic Flute*, but neither did one expect something merely tame and decorative. Particularly curious was the decision to perform the work — with most of the dialogue intact — in German. These days, of course, the home uses subtitles, but for a mostly home-grown company accustomed to working in translation anyway, that would seem the more direct route toward dramatic immediacy. Thierry Bosquet's sets and costumes were pretty and fresh, and Lotfi Mansouri's direction, relatively straightforward (if only he, and every director, would tune down James Billings's antics, here as the second Priest).

Sergio Comissiona, the company's new music director, conducted, and to judge from this occasion (the second performance) and others, he seems well on his way to improving the orchestra; the

playing was always serviceable and often superb. For the rest, only Faith Edman's Fanning proved memorable — that, very, Stephen Dickson made a pleasant Paganini, and Rachel Rosalini hit most of the Queen of the Night's notes, if not without peril. Jon Garrison's big, woolly, quavery tone seemed exactly wrong for Tamino, and made for a very long evening indeed.

These longeurs were as nothing compared to those of the Romberg, but here they were not the fault of the company, which gave the piece all it deserved (and then some). *The Desert Song* (1926) is a wash in sentimentality.

Thinking back to another City Opera revival of Broadway exotica, the recent *Kim*, with its tawdry sets, campy direction, and mising musical arrangement and performance, one feared for one's sanity. But Michael Anania's sets evoked the African setting handsomely, and the musical presentation, even by the second cast (with the romantic leads, Jane Thorngren and William Parker), proved excellent (except in matters of ensemble, with a lax Jim Coleman in the pit). To one familiar with the production style of the time only from films, Robert Johnson's direction seemed needlessly broad, with some juvenile by-play cast from the usual City Opera "comedy" cloth.

Still, this is madhouse stuff, and no amount of subtle direction would change that. But one must also report that the packed house on at least one occasion showed only appreciation, and the company seems to have struck gold again. And there, evidently, lies the relevance.

James R
Oestreich

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ENO

Cinderella of the bedroom

THEATRE

Innocent Eréndira
Donmar Warehouse

Anything called *The Incredible and Sad Tale of Innocent Eréndira and her Heartless Grandmother* is not to be taken at face value, and any pathos Gabriel Garcia Marquez may have intended has been thoroughly eliminated in this 80-minute adaptation (first seen in Edinburgh) by Michael Muller and the Portobello Sherpas.

A Latin-American Cinderella, brought up to drudge

for her monstrous old gran, Eréndira certainly earns an accompaniment of plaintive violins, even before she inadvertently burns the place down with the bedroom candle. "My dear child," the old woman says in tones of genuine affection, "life will not be long enough for you to pay me back for this mishap," and she at once forecloses on the debt by transferring the girl from housework to round-the-clock prostitution.

What emerges is a wild fairy tale on the theme of possession and the power of the old over their dependants. Its central character is the unsinkable tyrant, who begins by running a flourishing bordello,

and goes on to develop limitless power to summon police commanders into her service and rout the girl's murderously armed lover.

The centrepiece of Mr Muller's production is a brass bedstead, with granie (Michelle Fine) enthroned on a mattress and Eréndira (Janice Cramer) confined below. The staging perfectly answers the needs of an improvisational narrative, with new characters popping up from nowhere, and picaresque scene changes. Alternating between stabs of pain and broad comedy, the show has the true quality of a fable.

Irving Wardle

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How it took me just one day to acquire a super-powerful umm...err...

"I remember you!" I said. "You're Sid Hyde from Cockermouth! You're a game breeder, aren't you? And how's your wife Shirley getting on these days?"

"I'm not Sid Hyde," came the reply.

"Oh. Well in that case, you're surely from Sidmouth! You're getting cock-eyed, aren't you? And how's your breeding wife these days — on the game?"

That wasn't right either — and I've still got the bruises to prove it.

I don't know, my memory has always been terrible. I can't remember what I was doing when I heard the news about JFK. (Though strangely enough, I'm the only person I know who can remember when a similar thing happened to old Ronnie.)

There have been times when I've had to sing 'Happy Birthday' to myself to be able to remember my own first name. And as for the words of other songs — well, I couldn't even remember I was a Womble.

It's not as if I haven't tried to do something about my memory.

I've tried pneumonics.

I've tried tying knots in hankies — but that only ever reminds me of holidays on the beach at Bognor.

I've even tried rhyming word-associations. I thought I'd easily be able to remember our M.D. was called Potter, as he can often be a rotter — but the next time I saw him, I called him Mr Sarstedt.

The other day, though, I finally discovered a sure-fire way to acquire an instant power-packed memory when this chap told me all about the new...damn, I've forgotten its name. Hang on a minute, it'll come to me.

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— That's my boy!

Something or other about mega-widgets.

"This sounds all very well," I said, "but just how long does it take to get the hang of this AC POX0 48 or whatever it's called?"

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"WOW! That's AMAZING!" I said. There, he'd got me at it now.

"But WAIT!" he continued. "I can tell YOU'RE now thinking, 'Wouldn't it be GREAT if this MEMORY had the POTENTIAL to KEEP GROWING?'"

Actually, I was still trying desperately to memorize the bit about Otto and his invention for future reference, but I let him carry on anyway.

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"In addition, it is 'super-compatible' with all standard PCs, SOFTWARE, MONITORS, GRAPHICS PACKAGES and even the MICROSOFT OS/2 SYSTEM which ISN'T EVEN ON THE MARKET YET! What a MIRACLE!"

Sorry, can't remember what this subhead was going to say.

"And INCREDIBLY, that's STILL not all!" he shrieked. I wish he hadn't. All these CAPITAL LETTERS were starting to give me a headache.

"Because the PC AX40/80 comes from EPSON, you KNOW it must be FANTASTICALLY RELIABLE. It has been TESTED and PROVEN during MONTHS and MONTHS of 'in-depth' RESEARCH. It really WORKS! And that's the UNCONDITIONAL EPSON GUARANTEE to YOU!"

"In fact, if after just ONE DAY you are NOT completely satisfied that it has improved your POWERS OF RECALL, beyond ALL RECOGNITION, you CAN'T have taken it out of the BOX yet."

★ YES, YOU CAN

- Store long and interesting lists of data!
- Be the heart of a PC network, enabling others to share resources and information!
- Allow other PC users access to your files!
- Stop them from seeing confidential files by using your security keylock!
- Increase your personal efficiency!
- Juggle with three burning torches while riding a unicycle and wearing a Tarzan outfit!

* Not strictly speaking anything to do with the PC AX40/80, and it takes a bit of practice, but it is impressive when you've cracked it.

"So how much does this thingumajig cost, then?" I asked before I forgot.

"Well, in relation to its PERFORMANCE, a MODEST SUM that makes it a VERY WISE INVESTMENT indeed!"

"LOOK, HOW MUCH EXACTLY?"

"ASTONISHING but TRUE — just £2299 for the PC AX40 and £3199 for the PC AX80 (both RRP's exc. VAT)! So DON'T DELAY, BUY TODAY!!"

The last bit.

Well, I did go and buy a whastit straight away (I got the chap to write the name down for me) — and it has certainly paid dividends.

True, my own memory is still as poor as...er, well, as something not very good, anyway — but at least when I'm in the office, I can now recall strings of facts and figures instantly with the aid of this machine. (Even old Sarstedt has noticed the difference since I acquired this new 'super-memory'.)

And if this solution can work for me, it must work for you too.

I'd hate to see you miss out — so send off the priority coupon below for more information on this and the other computers in the new Epson range whose names escape me for the time being, to: Epson (U.K.) Limited, Freeport, Birmingham B37 5BR. (Alternatively, call up Prestel *280# or ring 0800 289622 free of charge.)

SEND NO MONEY — the details are not only absolutely FREE, but they won't cost you a penny either. No threatening apes will call.

And remember, you have nothing to lose. As they always say, 'Nothing ventured — gone tomorrow' (or something like that, anyway).

YOUR TOP-PRIORITY NO-RISK NO-OBLIGATION BIODEGRADABLE ORDER COUPON.

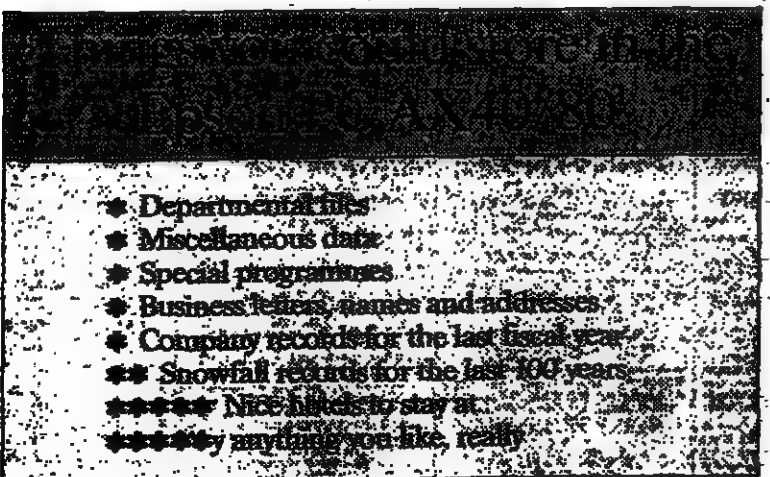
YES, I'm interested in this new 'super-powerful' PC whatever-it-is-you-call-it. Please rush me further details in my very own personalised 100%-paper envelope before I forget all about it. I understand that if I am misguided enough not to buy one, I may keep my 'fellow memory and owe nothing.

Name _____
Position _____
Company _____
Address _____
Telephone _____

ATTACH NO STAMP*

* (Unless you've got a blue 1-pen Columbian special-issue from 1964, as George in the mailroom has been after one of those for ages.)

EPSON



Impress others with the size of your doodah.

"The PC AX40/80 can ALSO make you FABULOUSLY POPULAR and SUCCESSFUL at work!" he went on.

"Because it is so POWERFUL, it can act as the HEART of a WHOLE NETWORK of PCs!"

"When other PC users in YOUR company find out about your MEGA-MEMORY, they are all SURE to want to draw on it THEMSELVES through their terminals — which means that YOU will become the CENTRE of ATTENTION and the ENVY of your RIVALS overnight, even if you have HALITOSIS of the ENTIRE BODY!"

I tried to remember the last time I'd had a bath. Yet AMAZINGLY, that's NOT ALL! The PC AX40/80 gives YOU the POWER to DOMINATE EVERY SITUATION at WILL. (Just think about THAT!)

This is because YOU have your VERY OWN SECURITY KEY to restrict access to those DEADLY SECRETS that YOU want to keep to YOURSELF. How's THAT for MUSCLE?"

TELEVISION AND RADIO

Compiled by Peter Dear and Jane Rackham

BBC1

- 6.00** *Casualty* AM.
6.35 *Edgar Kennedy in Sunk by the* *Casualty* (TV).
7.00 *Breakfast Time* with Frank Bough, Sally Magnusson, Jeremy Posen and Pamela Armstrong. National and international news at 7.00, 7.30, 8.00 and 8.30. Plus regional news and travel reports at 7.15, 7.45 and 8.15. Weather at 7.25, 7.55 and 8.25. Plus reports from the Labour Party Conference in Brighton.
8.40 *Open Air*. Bob Wellings hears viewers' comments on yesterday's television programmes. To take part ring 060-014 0424. 8.55 Regional news and weather.
9.00 News and weather 9.05 *Neighbours* (TV).
9.25 *Labour Party Conference 1987*. Live coverage of the third morning's proceedings in Brighton. Includes news and weather at 10.00. 9.55 *Regional news and weather*.
10.30 *Open Air*. Bob Wellings and Paddy Colwell introduce programme makers to their critics. 10.55 *Regional news and weather*.
10.55 *Open Air*. A thought for the day from Diana Quick. 11.00 News and weather 11.05 *Labour Party Conference 1987*. Further coverage from Brighton. Includes news and weather at 12.00.
12.30 *Open Air*. Bob Wellings and Paddy Colwell introduce programme makers to their critics. 12.55 *Regional news and weather*.
1.00 *One O'Clock News* with Martin Lewis. Weather. 1.30 *Neighbours*. Nick is hassled by Claire. 1.50 *Knots Landing*. Val is arrested for the murder of C.J. Lillman sends Chip away with Lisa in his car, and Richard makes an amendment to his insurance policy. 2.40 *Vale*. American comedy series starring Mary Tyler Moore.
3.05 *Masterplan*. Mark Curry introduces clips from silent film.

BBC2

- 6.00** *Songs of Praise* from Southwell, for Harvest, introduced by the Duke of Edinburgh (TV). (Ceslar) 6.30 *Casualty*.
6.45 *Daytime on Two*. Life in two small Spanish towns. 10.00 For the very young 10.15 *Baked Beans*. 10.30 *Living on the Arden*. 11.00 *Words and Pictures*. 11.15 *Masterplan*. 11.40 *Colour*. 12.00 *The Rap*. 12.30 *How we are viewed* by our colleagues. 12.50 *Making home videos*. 1.30 For the young 1.50 *A Visit to Jorvik*. 2.00 News and weather 2.05 *Storytime*.
2.15 *Labour Party Conference 1987*. Live coverage of the afternoon's debates in Brighton. Includes news and weather at 3.00.
3.30 *The Winning Ways*. Former British champion motorcyclist recalls the heyday of the British motorcycle at the National Exhibition Centre, the venue of next week's International Bike Show which will be dominated by Japanese machines (first shown on BBC Midlands).
6.00 *Film: Blue Heaven* (1931) starring Elvis Presley as the rebellious son of a pineapple plantation owner who sits on the beach singing songs to a young girl. Directed by Norman Taurog.
7.45 *The Victorian Kitchen Garden*. The third of 13 films following the restoration of a walled garden. (Ceslar)
8.10 *Antenna*. The myth of cannibalism is one of the subjects of this first of a new monthly series of science programmes. Plus a report on Britain's booming test-tube baby business and a flight into the earth's ozone layer.
9.00 *M*A*S*H*. Hawkeye becomes a victim of red tape and is classified dead (TV).
9.30 *Screenplay*. The investigation of John by Malcolm McKay, starring Bill Paterson and Dennis Quaid as two detectives questioning a gross indecency suspect in a small London police station.
10.30 *Newsnight* 11.00 *Weather*.
11.55 *Open University: Geography* - Britain Before Man. Ends 12.30.

ITV LONDON

- 6.00** TV-am introduced by Key Surley and Mike Morris. News at 6.00 and 6.30; weather at 6.35; sport at 6.40; and *Good Morning Britain* at 6.55.
7.00 *Good Morning Britain* presented by Anne Diamond and Richard Kays. News at 7.00, 7.30, 8.00, 8.30 and 9.00. cartoon at 7.30; sport at 7.40; and pop music at 7.55. After 9.00 is a report on school dinners.
9.25 *Thames news headlines*.
9.30 *Chase*. Word game presented by Jeremy Beadle. 10.00 *Santa Barbara*. American soap. 10.30 *News headlines*.
10.30 *The Times*. The Times. Mike Scott chairs a topical discussion. 11.10 *Alfresco* (TV). 11.25 *Thames news headlines*.
11.30 *On the Edge*. Are too many people being sent to prison? With opposing views are John Alderson, former chief constable of Devon, and Leslie Corrie, chairman of the Police Federation. 12.00 *The Sun*. Drama serial about an Australian family during the 1940s.
12.30 *News with Julia Somerville*. 12.50 *Thames news*. 1.00 *A Country Practice*. Medical drama serial set in a rural Australian sheep township. 2.00 *News*. 2.15 *Thames news headlines*.
2.30 *Franks on the Line*. Fashion magazine series. 3.00 *Take the High Road*. Dougal offers comfort to Moring. 3.25 *Thames news headlines*. 3.30 *Sons and Daughters*.
4.00 *The Ponderosa*, narrated by Robin Bailey. 4.10 *The Adventures of Tintin*. 4.30 *The Adventures of Tintin*. 4.45 *Stop That Laughing at the Back*. The first of a new comedy series.
5.15 *Thames*. The Fidelity International.

CHANNEL 4

- 6.30** *Schools*.
12.00 *Business Daily*. Daily business and financial news service.
12.30 *Just 4 Fun*. Entertainment for young children. (Ceslar)
1.00 *Women: The Way Ahead*. The second programme in an Open College series designed for women returning to work after further training or full time employment. (Ceslar)
1.30 *Open College*. An Open College series on effective communication.
2.00 *Snooker*. Fifth round action in the Fidelity International.
2.30 *Open College*. A series on effective communication.
3.00 *Snooker*. Further coverage of the Fidelity International.
3.30 *Open College*. A series on effective communication.
4.00 *Snooker*. Further coverage of the Fidelity International.
4.30 *Open College*. A series on effective communication.
5.00 *Open College*. A series on effective communication.
5.30 *Open College*. A series on effective communication.
6.00 *Open College*. A series on effective communication.

An eloquence of silence

TELEVISION CHOICE

Buster Keaton was an intuitive artist who made up his gag as he went along, did all his own stunts and never saw himself as anything more than an entertainer. In their three-part documentary, *Buster Keaton: A Hard Act to Follow* (ITV, 9.00pm), Kevin Brownlow and David Gill take Buster at his word. They avoid intellectual theorizing, stick to the facts and let the films speak for themselves. Though trained in vaudeville, Keaton took immediately to silent films and, unlike Chaplin who was content to act the camera rolling and forget about technique, he became a considerable director. After 60 years, his work still has a rhythm and flow that can only come from a mastery of the medium. Unlike Chaplin again, Keaton rarely used his films for social comment, though Brownlow and Gill point to interesting parallels between scenes created for the screen and episodes from Keaton's own life - his



Buster Keaton: he can be seen on ITV at 9.00pm and on Channel 4 at 10.00pm

relationship with his father, for instance, and his unhappy first marriage. The programme also reveals how the fearsome waterfalls from which Buster rescues the damsel in distress in *Our Hospitality* was created in the studio. (Thanks to a creative piece of scheduling, *Our Hospitality* can be seen on Channel 4 at 10.00pm.) Surviving colleagues and Keaton's third wife, Eleanor, fill out the story

and there are interviews with Keaton himself, dating from late in his life when he was starting to come back into critical fashion after 20 years of neglect. Tonight's programme takes the story up to 1924 and Keaton's first big success with *The Navigator*. It is a series which promises to give as much enjoyment as the films of its subject.

Peter Waymark

Radio 1

- 6.55** *Weather*.
7.00 *News*.
7.05 *Morning Concert*. His Majesty's Sagbates and Cornetts with Alister Ross (organ) (Galliard by Scheldt).
7.15 *Breakfast* (plan).
7.30 *Simon Bates*. 12.30 *News*.
7.45 *Frank Partridge*. 12.45 *Gary Davies*. 3.00 *Steve Wright*. 3.30 *News*. 4.00 *Simon Bates*. 4.30 *Simon Bates*. 4.55 *Simon Bates*. 5.00 *Simon Bates*. 5.15 *Simon Bates*. 5.30 *Simon Bates*. 5.45 *Simon Bates*. 5.55 *Simon Bates*. 6.00 *Simon Bates*. 6.15 *Simon Bates*. 6.30 *Simon Bates*. 6.45 *Simon Bates*. 6.55 *Simon Bates*. 7.00 *Simon Bates*. 7.15 *Simon Bates*. 7.30 *Simon Bates*. 7.45 *Simon Bates*. 7.55 *Simon Bates*. 8.00 *Simon Bates*. 8.15 *Simon Bates*. 8.30 *Simon Bates*. 8.45 *Simon Bates*. 8.55 *Simon Bates*. 9.00 *Simon Bates*. 9.15 *Simon Bates*. 9.30 *Simon Bates*. 9.45 *Simon Bates*. 9.55 *Simon Bates*. 10.00 *Simon Bates*. 10.15 *Simon Bates*. 10.30 *Simon Bates*. 10.45 *Simon Bates*. 10.55 *Simon Bates*. 11.00 *Simon Bates*. 11.15 *Simon Bates*. 11.30 *Simon Bates*. 11.45 *Simon Bates*. 11.55 *Simon Bates*. 12.00 *Simon Bates*. 12.15 *Simon Bates*. 12.30 *Simon Bates*. 12.45 *Simon Bates*. 12.55 *Simon Bates*. 1.00 *Simon Bates*. 1.15 *Simon Bates*. 1.30 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Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1849.8 (+1.5)
FT-SE 100
2368.3 (+0.2)
Bargains
37458 (37445)
USM (Datastream)
222.1 (+2.19)

THE POUND

US dollar
1.6280 (-0.0140)
W German mark
2.5947 (+0.0005)
Trade-weighted
73.1 (-0.1)

5m 'show interest' in BP shares

Five million people are expected to have expressed an interest in BP shares by today with strong demand from overseas investors.

Mr Norman Lamont, the Financial Secretary to the Treasury, will today announce further details of the sale.

British institutional buyers will not only take up the entitlement under the £1.5 billion shares issue but will also be bidding for more shares under the tender offer. About 20 per cent of the shares will be allocated to overseas and institutional buyers. Their strong demand means investors who sell their allocations when trading opens on October 28 are likely to get a higher premium than the 30% forecast.

Profits fall

Abingworth, the investment company specializing in US high-technology companies, saw asset values rise by 35 per cent in the year to end-June, but registered a 24 per cent decline in pretax profits to £385,000, due to funds being more fully invested in companies yet to pay dividends.

Times, page 26

BSG at £9.5m

BSG International, motor and accessories dealer with additional non-automotive interests, is raising the interest, divided from 0.45p to 0.5p a share after pretax profits of £9.53 million (£6.1 million) for the six months ended June 30.

Times, page 26

SUMMARY

STOCK MARKETS

New York	2810.97 (+8.47)
Dow Jones	2810.97 (+8.47)
Nikkei Average	25988.00 (+180.8)
Hong Kong	9859.48 (+8.17)
Australia	2288.7 (-16.3)
Sydney	2288.7 (-16.3)
Frankfurt	1978.3 (+22.2)
Commerzbank	1978.3 (+22.2)
General	5140.4 (-1.0)
Paribas	418.7 (-0.9)
Barclays	684.1 (+7.2)
London	1206.47 (+1.48)
FT-A All Share	1206.47 (+1.48)
FT-300	1206.47 (+1.48)
FT-Gold Mines	458.9 (-5.7)
FT-Tech Index	31.70 (-0.20)
FT-Govt Secs	85.51 (-0.35)

MAIN PRICE CHANGES

RS&S	12350 (+950)
Harley	3300 (+550)
Abingworth	3300 (+550)
Johnston Group	6250 (+200)
Radcliff	5730 (+180)
Sys Winterton	7850 (+200)
United	7850 (+200)
Shandwick	7450 (+580)
Parish	6900 (+500)
Cell Gen	1230 (+220)
Equity & Law	1230 (+220)
Colony	2420 (+170)
Henry Boot	4310 (+150)
Southdown	3540 (+180)
Southdown	3540 (+180)
Prudential	10530 (+170)

FALLS

Consolidated	14100 (-250)
Parish	4320 (-170)
Amstrad	1730 (-220)
Keep Trust	6030 (-150)
Lloyds	3700 (-140)

INTEREST RATES

London Bank Base	10%
3-month interbank	10% (10%+)
3-month eligible bills	9% (9%+)
buying rate	
US Prime Rate	6%
Federal Reserve	5%
3-month Treasury Bills	6.57-6.58%
30-year bonds	9 1/4-9 1/2%

CURRENCIES

London	New York
£ \$1.6280	£ \$1.6280
£ DM 2.5947	£ DM 2.5947
£ Sfr 2.5947	£ Sfr 2.5947
£ FF 16.237	£ FF 16.237
£ Yen 148.15	£ Yen 148.15
£ Ind 122.1	£ Ind 122.1
ECU 20.684073	SDR 20.784400

GOLD

London	New York
AM \$458.50	AM \$458.50
close \$458.50	close \$458.50
2000 \$458.50	2000 \$458.50
New York	
Comex \$458.50	Comex \$458.50

NORTH SEA OIL

Brut (Nov)	at \$18.4500 (\$18.50)
Domestic latest trading price	
Sea Summary	26
Money Market	25
Stock Market	25
Foreign Exch	25
Wall Street	25
US Govt	25
Comex	26
Oil	26
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Share Prices	28

Reagan calls for growth 'Gumption' challenge to Bonn and Tokyo

From Bailey Morris and Rodney Lord, Washington

President Reagan, taking what he described as a tough decision, yesterday signed a new deficit-reduction law and issued a challenge to Japan and West Germany to find similar "political gumption" to meet their international economic responsibilities.

"This should be seen as a signal that America is not backing down from its responsibilities. But having made this decision, I call on the surplus countries to do the same - to find the political gumption to stimulate their economies," Mr Reagan said.

He gave the opening address to finance ministers and central bankers at the joint meetings of the World Bank and International Monetary Fund.

Mr Reagan also repeated his threat to veto the trade bill under consideration in Congress if it contained strongly protectionist measures to limit imports from Europe and Asia.

Mr Reagan said the two-year effort of the industrialized nations to manage global growth was undergoing its first "true test." He called on other nations to take a leadership role.

"It must be recognized that the health of the world economy does not hinge solely on US budget policy. As US budget and trade deficits decline, other countries must pick up the slack, particularly on imports from developing countries," he said.

He issued the challenge as part of a broader US effort to revive its global debt strategy and inject new life into the agreement by the Group of Seven nations to co-ordinate economic policies.

Mr James Baker, the US Treasury Secretary, today will offer specific proposals on debt by expanding the options available to the most heavily indebted nations. The Administration was said to be considering a broader form of regulatory relief for creditor banks. It is also preparing proposals to strengthen the ability of the IMF to stimulate growth in debtor nations. But on the controversial issue of the poorest nations in Africa, the Administration said the surplus nations, not the US, should come forward with new money.

"We do not want all these initiatives to run out of steam in the final year of our Administration. Someone has to push for leadership," said a top US official.

It was in this vein that Mr Reagan repeated his appeal for the phasing-out of world agricultural subsidies over the next 10 years. While describing this as a chance for a "revolutionary change," he said the cost of farm subsidies had rocketed, draining the treasuries of industrialized nations by \$100 billion (\$61 billion) last year, up from \$15 billion in 1970.

"Unless decisive action is taken, this growing burden could well overwhelm us," Mr Reagan said.

Mr Reagan paid particular attention to the Third-World debt problem, noting that the US had pledged its support for a substantial increase in capital for the World Bank to aid developing countries. But he offered no new solutions.

In assessing the plight of the poorest nations in Africa, Mr Reagan singled out Ethiopia, which he said was again in dire straits. "Sadly, famine again is returning to that land and it is becoming ever more clear that fundamental changes must occur if their society is to survive."

Reagan: 'tough decision'

Conable vows to act on debt

From Our Correspondent, Washington

In a speech designed to re-establish his position after recent criticism, Mr Robert Conable, president of the World Bank, told the meeting in Washington yesterday that the re-invigorated bank was ready to attack world poverty.

Mr Conable, testing out his agenda, promised action on debt to support economic reform, initiatives to promote private-sector development, and protection for the environment.

Mr Conable said the poorest nations required a minimum \$1.5 billion (\$900 million) a year, which would involve a mixture of financing.

He said the elements of the plan put forward by Mr Nigel Lawson, the Chancellor of the Exchequer, included lower interest rates, longer grace periods and maturities, and conversions of loans into grants.

He also stressed the importance of enlarging the Structural Adjustment Facility of the International Monetary Fund as vital to growth in poor nations.

In future, the bank would target its help towards the very poorest countries and would put more emphasis on market-oriented reforms.

For the middle-income countries, including the largest debtors such as Brazil, Mr Conable stressed the importance of converting more debt into equity.

He said it was also necessary to quicken the process of appealing for commercial bank funds once programmes of reform had been agreed.

Mr Michel Camdessus, head of the IMF, also appealed to banks to take quicker decisions on funds for smaller countries.

He pointed out that the bank's exposure in developing countries had increased very little since the Baker Initiative was launched in October 1985.

Ivanhoe secures war chest

By Colin Campbell

Ivanhoe Partners, whose Mr T Boone Pickens is mounting a takeover battle for Newmont Mining, says it has received bank commitments totalling \$1.13 billion (£694 million) in order to fund its proposed purchase of Newmont shares.

Consolidated Gold Fields already owns 26.2 per cent of Newmont, and last week raised its stake to 49.7 per cent. The additional purchases are the subject of a Delaware Court hearing. Legal argument resumes tomorrow.

London analysts yesterday were speculating whether this week's fund-raising by Ivanhoe was connected with the battle for Newmont.

Minorco now sits on a cash mountain of well over \$1 billion.

Consolidated has, so far, been fighting its own battle for Newmont, and the hand of Minorco has not been seen. But Minorco could prove helpful.

Amstrad grows to £135 million

By Alexandra Jackson

Amstrad, the consumer electronics group, yesterday warned that it could not continue to grow at the rate of the last four years, when it virtually doubled profits every year.

Mr Alan Sugar, the chairman, said: "The current year will be one of consolidation and seed planting in formulating our firm plan of growth for the future."

Amstrad reported pretax profits for the year to end-June, up 80 per cent at £135.7 million on turnover 60 per cent higher at £211.8 million. The figures were at the bottom end of the range of analysts' expectations so this, combined with a spate of profits downgrading for the current year, caused the shares to fall 19p to 176p.

The final dividend was doubled to 0.7p making a total of 0.97p (0.49p).

Mr Sugar criticized commentators' tendency to concentrate on a handful of Amstrad products, neglecting bulk of revenues flow straight through to profits.

It sums show that a £10,000 equity stake in Eurotunnel would offer returns of £1,616 in 1995, two years after the first passengers pass through, rising to £3,418 by 2,005 and £22,005 by 2015.

Warburg says that the market's response to next month's flotation is likely to reflect the value put on the rail tunnel.

Comment

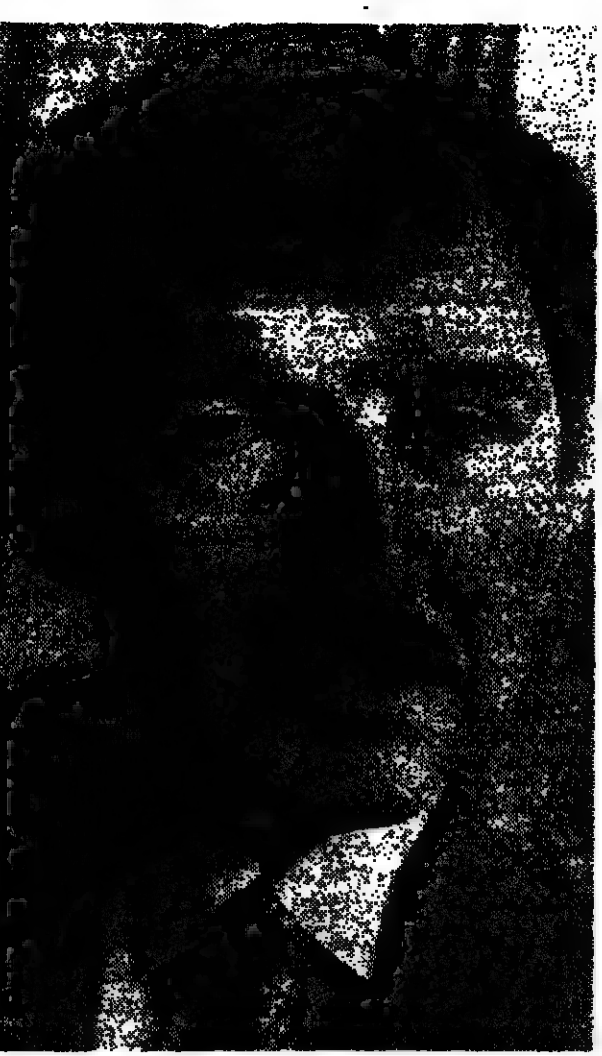
on its completion in May 1993, when it will be similar to stocks in the property sector whose market capitalization relies on capital values underpinned by a long stream of rental income.

The money being raised from the share sale, about £300 million will come from British investors, a similar amount from American, Japanese and other European enthusiasts - will bring to about £1.1 billion the total equity in the project. The first two tranches were raised a year ago from institutions. Eurotunnel has also raised £5 billion in loans and standby credits to cover the construction costs.

But Mr David Freud, one of the authors of the report, says that Eurotunnel's shareholders are likely to see the value of their assets well to about £7.4 billion by 1993. If traffic is 20 per cent better than Warburg forecasts, and if shunt tariffs are one-tenth higher than currently being assumed, Eurotunnel's capital value on completion could be nearer £10 billion.

On the other hand if, say, construction is delayed by a year, pushing up costs, and traffic is 15 per cent lower than expected, the capital value of the tunnel would fall to £5.6 billion.

Such valuations produce high compound returns for investors through the riskier construction phase. But the report says that "even taking the downside case, which in practice we believe to have a very low probability, investors will see 28 per cent compound growth per annum in the value of their shares while the tunnel is being built."



Ron Brierley: ball back in Mids' court

Brierley tops rival bid for Equity

By Michael Tate

Brierley Investments (BIL), run by Mr Ron Brierley, yesterday increased its bid for Equity & Law, the life assurance group, to £450 million minutes after offering his 29.6 per cent share stake to French rival Compagnie du Midi.

His new 450p a share cash offer tops the French financial services group's bid, recommended by the Equity & Law board, by 15p a share.

The offer puts the ball back into Mids' court. It is desperately keen to acquire Equity & Law to lead its assault on the mushrooming European insurance market.

Mr Pascal Vienot, the chief financial officer at Mids, said Mr Brierley's advisers offered to sell him the BIL stake yesterday morning.

"We were told 'if you do not buy, we shall raise our bid'," said Mr Vienot. He declined to say how much BIL wanted, but it is understood the price was just a few pence higher than Mids' offer.

Mr Vienot said BIL's move showed the New Zealanders to be "opportunistic" and "not serious" about the deal.

Mr Brierley is offering a massive 55.8 times earnings for Equity & Law, and acknowledges it is a premium price. BIL believes the improved investment performance that can be achieved with the present management will justify the price.

Morton bows to Equiticorp

By Our City Staff

The board of Guinness Peat yesterday bowed to the inevitable and effectively conceded victory to Equiticorp Holdings, the New Zealand-based bidder. In a letter to shareholders, Mr Alastair Morton, the GP chairman, says that "Equiticorp are now likely to be in a position to exercise effective control over Guinness Peat."

The board recommends shareholders either to sell their shares in the stock market or accept Equiticorp's 115p-a-share offer, "unless they wish to remain shareholders in the hope of securing greater long-term value."

The letter stresses that the board still believes the offer is inadequate.

Mr Michael Kerr-Diogen, the GP managing director, said last night that the board had finally to face up to the fact that "we had three major shareholders, Equiticorp with well over 44.23 per cent, Robert Maxwell with almost 15 per cent and Lord Kinnaird with 5.7 per cent, all of whom had declared that they had no intention to sell. It was a bizarre situation."

Equiticorp has still to gain the approval of the Bank of England, which is understood to be reviewing the situation and could yet ask the New Zealanders to sell most of their shares in GP.

Royal counts down to its big event

By Peter Garsland, Family Money Editor

The most hyped and most controversial unit trust marketing campaign of all time reaches its climax today when the "Royal Event" closes at 5pm.

The "Event" looks like being a huge success for Royal Life Fund Management, a wholly-owned subsidiary of the Royal Insurance Group.

Royal is coy about industry estimates that it will take in as much as £700 million for its three new international funds by this afternoon's close. Mr Peter Baines, general manager of Royal Life Fund Management, is confident, however, that his target of £300 million will be met and that Royal will gain as many as 150,000 new clients.

The heavy marketing of the launch - £5.9 million on television and press advertising alone in September - has been criticized by Royal's competitors.

They say the advertising gives the impression that investors who do not apply by this afternoon will have completely lost the opportunity to invest. Not so, says Mr Baines, who says the advertising makes clear that investors will only sacrifice a 1 per cent launch discount by not applying before this afternoon.

More seriously, Royal has come under fire for financing the direct mail campaign of financial advisers. This is a practice that will be outlawed next year when the Financial Services Act is fully in force.

A mortgage you arrange now, with something aside for later.

It's officially called a low start interest credit mortgage. You might just call it exactly right for you.

For a start, we'll work out the total amount you can borrow. (Up to 2 1/2 times a joint income, 3 1/2 a single.)

Then tell us what you need now for your mortgage. And the balance can be put aside for you to use in the future as and when you need it.

So, if you're eligible to borrow £100,000 and only need £55,000 today for your mortgage, we would put aside a creditline of up to £45,000. Or any amount you like above £3,000.

There's no time limit. You can use the money for anything other than speculation. And you can draw any amount over £1,000 at any time.

What you don't use you don't pay for, other than a 0.25%pa charge. What you do use will be charged at the same rate as your mortgage.

Which brings us to the second advantage.

You can defer up to 30% of the interest content of your mortgage repayments at just one month's notice.

So you can repay more some months than others. Or less in early years, and more in later. It's up to you.

Phone John Charcol on 01-589 7080 for more details.

And if you complete the mortgage by the end of the year, we'll even knock down your first year's rate by half a per cent.

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INDEPENDENT MORTGAGE BROKERS

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AMSTERDAM

RELATIVE TO 1974

INDEX

O N D J F M A M J J A S

Abingworth

Abingworth shares, even after their 4p rise to 312½ yesterday, were trading on a near-20 per cent discount to asset value. Although the company is taxed as an investment trust, it does not function as such and the persistent discount to assets is a source of irritation.

The business of providing venture capital mainly to high-technology companies with good growth potential should, the company believes, lead to a premium over assets.

Abingworth is, however, a mixed beast with some low tech investments. At the end of the year its largest holding was in Garfunkel's Restaurants, since taken over by Belhaven.

This year, asset values will continue to be boosted by investments going public. Six of Abingworth's holdings were floated last year, helping assets to rise by 35 per cent. A further 12p rise in assets to

For the future, Abingworth has identified biotechnology and healthcare as growth areas and its new team has already started making biotechnology investments.

The rating, at 50 per cent below the market average for this year and half that for next, shows there are plenty of sceptics about, but Mr Sugar is a fighter and unlikely to allow the gentlemen of the City to get the better of him.

BSG drives ahead

BSG drives ahead

BSG International, the group responsible for strapping motorists down with seat belts and babies' prams, met with a churlish stock market reaction to good interim figures.

Prestwich Holdings, the Bush Radio and video distribution group, raised full year pretax profits from £3.2 million to £5.9 million. Turnover went up from £34 million to £42 million.

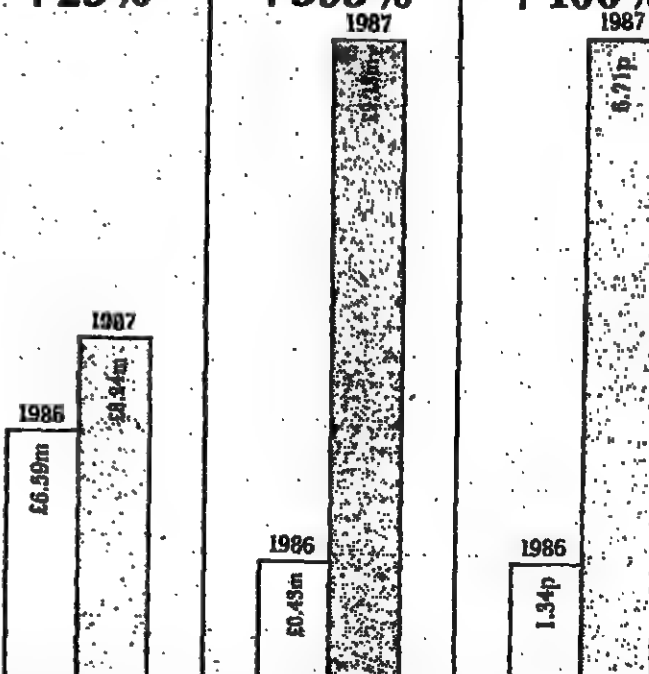
The consumer electronics side, which includes Bush Radio and Palan Electronics, achieved record results which included a strong advance in export sales.

There was also an increase in both volume and market share of the company's video business.

The total dividend payout for the year goes up from 0.8p a share to 1p.

	Sept 26	Sept 25	Sept 24	Sept 23	Sept 22	Sept 21	Sept 20
AMR CP	55	55 1/2	55	55	55	55	55
Alcoa	82 1/2	83 1/2	83 1/2	83 1/2	83 1/2	83 1/2	83 1/2
Alcoa Lih	43	43	43	43	43	43	43
Alia	43	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2
Alia Chem	81 1/2	81 1/2	81 1/2	81 1/2	81 1/2	81 1/2	81 1/2
Amalg Inc	25	25	25 1/2	25 1/2	25 1/2	25 1/2	25 1/2
Amalg Inc	35 1/2	35 1/2	35 1/2	35 1/2	35 1/2	35 1/2	35 1/2
Amalg Inc	41 1/2	41 1/2	41 1/2	41 1/2	41 1/2	41 1/2	41 1/2
Amalg Inc	57 1/2	57 1/2	57 1/2	57 1/2	57 1/2	57 1/2	57 1/2
Amalg Inc	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2
Amalg Inc	77 1/2	77 1/2	77 1/2	77 1/2	77 1/2	77 1/2	77 1/2
Amalg Inc	87 1/2	87 1/2	87 1/2	87 1/2	87 1/2	87 1/2	87 1/2
Amalg Inc	97 1/2	97 1/2	97 1/2	97 1/2	97 1/2	97 1/2	97 1/2
Amalg Inc	107 1/2	107 1/2	107 1/2	107 1/2	107 1/2	107 1/2	107 1/2
Amalg Inc	117 1/2	117 1/2	117 1/2	117 1/2	117 1/2	117 1/2	117 1/2
Amalg Inc	127 1/2	127 1/2	127 1/2	127 1/2	127 1/2	127 1/2	127 1/2
Amalg Inc	137 1/2	137 1/2	137 1/2	137 1/2	137 1/2	137 1/2	137 1/2
Amalg Inc	147 1/2	147 1/2	147 1/2	147 1/2	147 1/2	147 1/2	147 1/2
Amalg Inc	157 1/2	157 1/2	157 1/2	157 1/2	157 1/2	157 1/2	157 1/2
Amalg Inc	167 1/2	167 1/2	167 1/2	167 1/2	167 1/2	167 1/2	167 1/2
Amalg Inc	177 1/2	177 1/2	177 1/2	177 1/2	177 1/2	177 1/2	177 1/2
Amalg Inc	187 1/2	187 1/2	187 1/2	187 1/2	187 1/2	187 1/2	187 1/2
Amalg Inc	197 1/2	197 1/2	197 1/2	197 1/2	197 1/2	197 1/2	197 1/2
Amalg Inc	207 1/2	207 1/2	207 1/2	207 1/2	207 1/2	207 1/2	207 1/2
Amalg Inc	217 1/2	217 1/2	217 1/2	217 1/2	217 1/2	217 1/2	217 1/2
Amalg Inc	227 1/2	227 1/2	227 1/2	227 1/2	227 1/2	227 1/2	227 1/2
Amalg Inc	237 1/2	237 1/2	237 1/2	237 1/2	237 1/2	237 1/2	237 1/2
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Amalg Inc	507 1/2	507 1/2	507 1/2	507 1/2	507 1/2	507 1/2	507 1/2
Amalg Inc	517 1/2	517 1/2	517 1/2	517 1/2	517 1/2	517 1/2	517 1/2
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Amalg Inc	737 1/2	737 1/2	737 1/2	737 1/2	737 1/2	737 1/2	737 1/2
Amalg Inc	747 1/2	747 1/2	747 1/2	747 1/2	747 1/2	747 1/2	747 1/2
Amalg Inc	757 1/2	757 1/2	757 1/2	757 1/2	757 1/2	757 1/2	757 1/2
Amalg Inc	767 1/2	767 1/2	767 1/2	767 1/2	767 1/2	767 1/2	767 1/2
Amalg Inc	777 1/2	777 1/2	777 1/2	777 1/2	777 1/2	777 1/2	777 1/2
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TURNOVER	PRE-TAX PROFITS	EARNINGS
+25%	+395%	+400%



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Abstract

Berry's efforts seal success for record Blue Arrow issue

By John Bell, City Editor
After a hectic effort by Mr Tony Berry, Blue Arrow chairman, and his advisers, County NatWest and Phillips & Drew, Britain's biggest ever rights issue passed successfully into the record books yesterday.

It took a team of 80 salesmen from P&D just two hours to place £440 million worth of Blue Arrow stock on the finest possible terms — just a quarter of a penny premium to the 16p issue price. The operation snatched a victory from what appeared on Monday night to be a sizeable reverse, when it became apparent that just 49.8 per

cent of the £837 million issue had been taken up by Blue Arrow shareholders.

Saving the underwriters from picking up the financing tab for Mr Berry's £1.3 billion (£798 million) deal for control of Manpower, the largest staff placement organization in the world, was never going to be easy.

"Since terms were finalized early in August, market conditions have been the toughest for any deal I have worked on," said Mr Nick Wells of County NatWest yesterday. In London, the sizeable issue from WPP Group to pay for its mammoth bid for the

world's fourth largest advertising agency JWT, ran into trouble and much was left with the underwriters. Share prices in London collapsed in the wake of the Chancellor's surprise hike in bank lending rates, and investor confidence was further shaken by a run of bad economic news.

With his issue fully underwritten, Mr Berry might have handed the problem on a plate to his financial advisers. Instead he embarked on a gruelling round of roadshows in Britain and the US to ensure that his biggest business success to date was not overshadowed by a fall at the last fence.

"We staged four big meetings in New York and others in Boston and Chicago," said Mr Berry yesterday.

Despite all the spadework only half the issue was taken up by the closing date on Monday. The decision to make a substantial effort to place the balance was taken after considering the response to the series of presentations. "Today has been a brilliant success, and as a result we have what amounts to a completely new shareholders' register of people who believe in what we are hoping to achieve in the future," said Mr Berry.

Time clocks up improved profits

By Colin Campbell
Improved profitability in Britain and Hong Kong, coupled with a positive contribution from the sale last October of its retail division, saw pretax profits of Time Products, the watch manufacturer, more than double in the six months ended July 31.

Profits rose from £2.32 million to £4.98 million and the interim dividend is being raised from 0.75p to 1.75p a share.

Net liquid assets of the group on July 31 were £16.6 million and because trading in the second half of the financial year so far has been good, the board views the future with confidence, says Mr Richard Langdon, the chairman.

The sale of the retail division should mean a more even distribution of profits between the first and second half accounting period, and in the six months to July 31 was largely responsible for a swing from a previous £369,000

interest charge to a £854,000 credit.

Time Products, under the watchful eye of Marcus Margulies, the chief executive and deputy chairman, recently acquired Piaget and Baume & Mercier, the luxury watch distributors. Buoyant trading conditions in Hong Kong saw a stronger performance by Remex. The group's biggest house brands, Sekonda and Limit, both report encouraging results.

Pre-interest profits in the United Kingdom in the first half advanced from £1.04 million to £2.13 million, and in Hong Kong from £1.59 million to £2 million. Group turnover in the six months ended July improved from £21.1 million to £24.2 million. Total turnover for the six months full financial year ended January was £48.6 million.

The shares rose by 7p on results to 251p yesterday.



Marcus Margulies with watches to keep Time ticking over

Tin nations to extend export quotas

By Colin Northcroft
The leading tin producing nations yesterday agreed to extend their scheme of export quotas, and disclosed plans to seek a pact to replace the agreement behind the insolvent International Tin Council.

The Association of Tin Producing Countries, which groups Malaysia, Indonesia, Australia, Thailand, Bolivia, Zaire, and Nigeria, introduced quotas in March this year as a bid to restore some order after

the collapse of the tin market in the wake of the multi-million pound ITC failure in October 1985.

Dr Lim Keng Yik, the Malaysian primary industries minister, announcing the outcome of the ATPC's ministerial conference in Kuala Lumpur, said quotas, aimed at cutting the world tin surplus, were ahead of schedule.

Brazil and China, the main producers outside the ATPC, have agreed to give support to the quota scheme. They are

also considering membership of the producer club. The United States and ITC creditor banks holding tin are also supporting the scheme by not dumping stocks.

ATPC figures show surplus tin stocks of about 59,000 tonnes at the end of July, compared with 73,000 tonnes six months earlier. By the end of this year, stocks are expected to fall to 45,000 tonnes.

Dr Lim said the ATPC would maintain supply controls until overhanging stocks fall to about 20,000 tonnes.

In addition, producers would call on the consumer nations to take part in an international study group to consider a replacement for the Sixth International Tin Agreement, backed by 22 countries including Britain, which expires in two years time.

The Kuala Lumpur Commodity Exchange will launch a tin futures contract near the end of next month. This will make it the only market to trade in tin futures since the London Metal Exchange suspended its contract in 1985.

Australian reduces holding in GDM

By John Bell, City Editor
Mr Bruce Judge, the Australian entrepreneur, has sold most of his shareholding in Goode Durrant & Murray Group, the British finance, commodity trading and vehicle distribution company.

A total of 14.5 million shares, almost 30 per cent of GDM's equity, has been placed with a number of British institutions.

The balance of Mr Judge's holding representing 11.7 per cent, will be transferred to his Australian master company, Ariadne.

The sale follows a substantial reorganization of Ariadne earlier this year and leaves

GDM free to concentrate on its British activities.

"We decided to buy back the firm," said Mr Michael Waring, the chief executive, whose family holdings emerge as the largest single stake at 12 per cent.

With his new institutional backing, Mr Waring and his colleagues intend to expand GDM's businesses. Currently about half of its profits arise in trade finance and soft commodity trading.

Vehicle distribution, including the newly acquired Scottish company Laidlaw, accounts for about 30 per cent, while housebuilding and property contribute 15 per cent.

NMW settles for 93% profits rise

By Our City Staff
NMW Computers, which handles the settlements for about half the bargains on the Stock Exchange, posted a 93 per cent pretax profit increase to £1.9 million in the half-year to end-June.

Turnover rose 26 per cent to £8.6 million in the first half.

Mr Nigel Banister, the managing director, said that in the past year NMW had increased the power in its service to stockbrokers from one to four large computers.

"We now have spare capacity for 18 months ahead on the most optimistic predictions of future volume," he said.

The computers are bought

from ICL at a cost of £1.5 million each. NMW's main service is volume-related, so the increase in Stock Exchange turnover seen since Big Bang has helped push up NMW's profits.

In the first half, NMW's bargain level rose 70 per cent. The Stock Exchange backlog of bargains problem is more at the registrar end of the process than in the settlements side, Mr Banister said.

The settlement problems at the Exchange were at their worst in January and February, but were fairly well sorted out in the April to May period, Mr Banister said.

Cookson buys US laminate maker

By Allison Eadie

Cookson Group, the specialist metals and chemicals company, yesterday announced it is paying \$74 million (£45.6 million) for Polycad Laminates, a leading American manufacturer of epoxy-based laminates.

These are used in the production of printed circuit boards for the electronics industry.

The acquisition will be funded by the placing of 5.6 million shares at 80p per share. In the year to the end of December 1986, Polycad made \$5 million pretax profits on sales of \$80 million.

This year, sales are running at an annual level of \$100 million and pretax profits at more than \$10 million. Net tangible assets are \$15 million.

Mr Michael Henderson, the chief executive of Cookson, said that Polycad is a family business. Cookson has been looking at it for a long time.

Its acquisition is part of Cookson's strategy of expanding in America in technology-based products that Cookson understands.

Cookson is familiar with the stages of Polycad's manufacturing process. Cookson's American operations have a turnover of \$700 million a year.

In the half-year to the end of June, Cookson Group made pretax profits of £68.8 million, a 60 per cent improvement.

Peachey in £31.8m cash call

Fast-moving Peachey Property Corporation is asking shareholders to put up £31.8 million to fund growth.

The terms of the rights issue are one new share at 38p for every four already held.

The cash call was announced as the group unveiled record full-year pretax profits of £11.65 million, up from £10.24 million.

Sir Charles Ball, the chairman, said the group had achieved "another year of excellent growth in assets and earnings."

During the year property assets increased by £50 million to £232 million, a rise of 28 per cent. Since the year-end the group has bought a further three portfolios of properties costing £34 million.

COMMENT Kenneth Fleet Cinderella Eurotunnel could soon be a star

In February, when Alastair Morton was brought in to sort out the disintegrating British board of Eurotunnel, internal morale and the project's financial image had sunk so low that its departing chief executive could offer no more comfort than to guess that the tunnel might have a better than even chance of being built.

At that time anyone in the City would have roared with laughter at the suggestion that investors big and small would be queuing up for Eurotunnel's main £750 million share financing and there might have to be a ballot to find the lucky winners. After all, the attempt to raise a mere £100 million from the City last autumn would have fallen short by up to a third without late pressure from the Bank of England and contributions from contractors.

Yet a rush of privatization proportions for the mere £300 million odd equity aimed at British investors is now possible, if the analysis of the projected investment returns by David Freud and Caroline Speck of Warburg Securities, the in-house broker, carries conviction among investors. It might.

The attractive new picture they paint is not based on fancy new assumptions geared to maximize profit and minimize cost forecasts. Rather they have sought to shift attention from the risks of the project to its potential rewards. At the same time the tunnel's credibility has been improved by agreements with banks and railways and the final passage of legislation. But risk is as much a matter of perception as reality.

There were fears, for instance, that returns could be poor if tunnel traffic — or alternatively the prices needed to generate that traffic — fell below the consortium's forecast. Warburg demonstrates that these forecasts had been deliberately conservative to satisfy bankers more concerned with risk than reward. In other words, the risk of slower economic growth and saturation in tourism had been allowed for in the forecast while little account had been taken of extra traffic generated by the tunnel, which would raise returns well above forecast.

The biggest fear is that cost and time overruns would eat up all the risk capital, so that investors would have lost their money by the time the tunnel was built and earning revenue, leaving the benefit to new investors. Yet there is a spare six months to encompass delays in the tunnelling schedule; there are tough penalty clauses on construction; and £1 billion of extra standby credit in case of an emergency.

Warburg's most important contribution is to present the investment properly in its two phases. First comes

the high risk phase, when investors will want high capital returns on their investment, which will be valued at a discount on the likely capital value of the project on completion. That capital value will be realized only when the tunnel has been running long enough to compare initial traffic with forecasts. Revenue will then be safe and running costs so low that, on the base forecast, profit margins will rapidly rise to 60 per cent as debt is repaid.

The completed tunnel would therefore be valued like a property on a 50-year lease with a safe and rising stream of rents. Its value is determined by the required rate of return on a predictable income stream.

But the accent will shift from risks to rewards because the shares to be issued in November will be quoted. Instead of investors simply sinking money into a high-risk long-term venture from which they will not receive dividends for years, they should be able to see an instant return through the share price. For this will reflect the present value of the expected capital value of the tunnel on completion, discounted for the high returns — perhaps 20 to 30 per cent — required during the risky construction phase.

On the base forecasts, and assuming 6 per cent inflation and a 6 per cent real discount rate on the profits of the completed tunnel, Warburg reckons the capital value would be £7.4 billion in 1993, giving a 41 per cent annual return on money invested this autumn. If the required rate of return is 30 per cent, the shares should open at a 55 per cent premium, rising to nearly 150 per cent if institutions judge a 20 per cent return sufficient.

Ironically, the biggest financial risk is that inflation might suddenly fall to zero once the tunnel is completed, losing the inflationary returns on fixed development costs. In that case, the tunnel might be worth only £4 billion, and would only rate a premium on opening if the required rate of return were less than 27 per cent. That risk is small however, since what matters on day one is whether institutional buyers think inflation will fall to zero in the nineties. Few do. By contrast, if they think the traffic forecasts are conservative, the first day premium could be much higher than the examples given by Warburg.

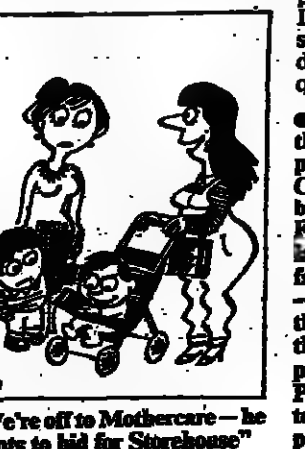
All that sounds a bit sophisticated for the average British gas shareholder. But it is the institutions who will determine the opening valuation. The combination of large capital gains in the early years with the simple prospect of a first day premium on the shares seems likely to attract both the yuppie punter and the middle-aged high taxpayer wanting a retirement investment.

Ramada socialists welcome

Neil Kinnock's conversion to democratic capitalism and his obvious determination to drag the Labour Party into the second half of the twentieth century will have a mixed reception from Conservatives who know from their own party's history that stealing your opponent's clothes is a smart move. But it will be greeted with unalloyed delight by the British Institute of Management and its chairman Brian Wolfson. Collectively and individually they took a deep breath before asking the Labour leader to be the principal speaker at the BIM's 40th anniversary dinner on December 3. True they did have David Owen last year but no-one could seriously have interpreted the doctor's presence as a dangerous move to the left. Neil not only accepted Wolfson's invitation, he even changed his plan to visit Russia in order to be free for BIM's big night. After his speech to the party faithful in Brighton yesterday, Kinnock is assured of more than just a cordial reception from the ranks of Tory managers when he rises to his feet in the Intercontinental Hotel, Wolfson, who is directing and managing epic changes at Wembley, was not left in any doubt of Labour's new mood when on Monday evening he hosted a small BIM reception at Brighton's Metropole. All the Ramada socialists who had been invited, with one exception, turned up.

THE TIMES CITY DIARY Speaking in tongues

It is amusing to discover that minority languages have a role to play in today's high-tech Square Mile. Sean Murphy, an analyst at stockbroker Savory Milin, climbed aboard the City-bound coach after Alan Sugar's post-results meeting with analysts at his Brentwood head office yesterday, and sat back silently while his rivals talked animatedly into their mobile phones. When they had finished he followed them out, speaking to Savory salesman Connor McEnroy, a fellow Murphy, in their native Gaelic. Non-comprehending fellow passengers will be further angered to learn that he was in fact telling McEnroy that they had all lowered their forecasts and that at these levels — the shares fell more than 20p — they were a buy.



balance was placed within two hours at 166p, a 4p premium. "At 8am I stood up in front of the salesmen and told them to start selling and by 10am I stood up again and told them they could tell their underwriting pals that they were off the hook," says a relieved Chris Stainforth, corporate finance director at P & D. "There were about 75 salesmen but the champagne did disappear remarkably quickly."

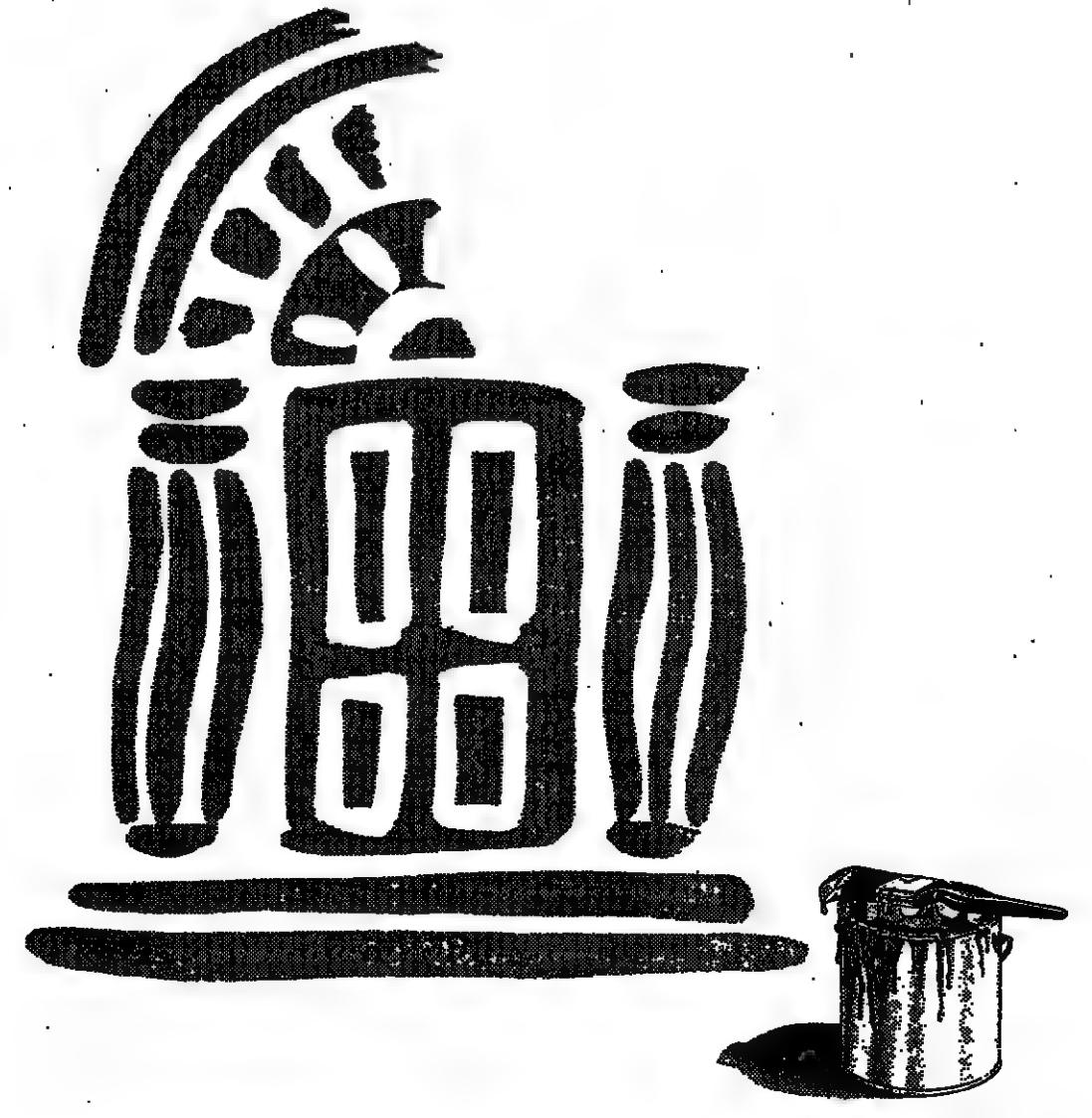
The richness and variety of the strands that form the pattern of the civil life of the City of London are illustrated by the applications to become Freeman of the City. The latest list of 150 includes a fish farmer, a cloakroom attendant — proposed by Judge Argyle — the governor of Queensland, three MPs, a diplomat, Metropolitan Police commissioner Peter Inder, a nurse, hotelier, a librarian and a publican.

Inflation prone...

The Director magazine, that glossy august mouthpiece for the Institute of Directors, celebrates its 40th anniversary this week with a special issue that, among other things, reminds its members of immediate post-war salary levels. The Prime Minister was paid £10,000 in 1947, the chairman of the newly-formed National Coal Board a mere £8,500. But with the current interest in post Big Bang City salaries, it is especially interesting to recall that Lord McGowan, the chairman of ICI, was receiving the princely sum of £50,000 in 1947, including £25,000 commission. The Director points out that 10 years earlier, McGowan was paid £65,410 — almost the same as his successor in 1972 despite the huge intervening rise in inflation. And in 1936, Lord Hirst, the chairman of GEC, was paid the not inconsiderable sum of £100,000. By way of perspective, The Director remembers that in 1947 The Times cost 3d; a Hummer Snipe £939.18s.4d; eight days in Cannes, by air, £50.12s.6d and Eton fees were £27s a year. If only...

Britain, it seems, is not alone in having a north-south divide — the division is still as strong as ever in America. While in the Deep South earlier this week I learned that a Lexington, Kentucky, lawyer has just paid \$13,230 (£8,100) for the bed of Belle Breezing, the model for Belle Watling in *Game With The Wind*, to keep it out of "Yankee hands".

Carol Leonard



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Interim of £452,000 for Brooks

By Colin Campbell

Brooks Service Group, in its first report since the April placing of 2.56 million shares at 115p, each, discloses a pretax profit of £452,000 for the six months ended June 26 and an interim dividend of 1.4p a share.

The seasonal nature of the business produces a significantly lower profit in the first half of any year, the board says, though the trading outlook for the rest of 1987 is one of continuing growth.

Textile rentals for the hotel and restaurant industries have been buoyant, but retail shop operations in the West Country have been hit by poor weather conditions and the cost of setting up new shops.

In the financial year ended last December, Brooks achieved an annual turnover of £13.6 million and a pretax profit of £1.1 million.

MONEY & GOLD

Bank Rates %
Overnight 10%
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Overnight 10%

Discount Market Loans %
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Treasury Bills (Discount %)
1 month 10%
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Sinclair raises £2.8 million backing for superchips

By Robert Matthews

Anarmatic, Sir Clive Sinclair's esoteric research company, has won backing for its revolutionary microchip technology projects.

The development comes after months of speculation about whether companies would be prepared to put money into such "blue sky" research.

The company has raised £2.8 million in first-round funding from Tandem Computers Inc of the United States, SGS Microelectronics of Italy, and the British venture capitalists Baronsmead Associates, Advent and Murray Technology.

They join Barclays Bank, which has supported Anarmatic since its formation 18 months ago as a spin-off from Sinclair Research, which retains a minority shareholding.

The funding will enable the

company to complete its work on the development of a technology which a number of established companies have already tried, and failed, to make work.

Called Wafer-Scale Integration, its aim is to produce large-capacity memory from which information can be retrieved hundreds of times faster than from magnetic disks.

By keeping everything on a single wafer of silicon, it should also be possible to produce the memory relatively cheaply.

Conventional technology involves making a lot of microchips on a single wafer of silicon, then cutting up the wafer and throwing away those chips which do not work.

Anarmatic aims to cut costs by keeping the wafer in



Sir Clive Sinclair: support for 'blue sky' research

one piece and using software to dodge the areas which do not work.

Some industry observers have noted that recent advances in ordinary silicon technology have drastically reduced the scope for further radical cost reductions by such processes and WSI.

Despite this, Anarmatic has signed a joint agreement with Tandem Computers to take the technology to the production stage.

The company sees a broad range of applications for the WSI-based products, from fault-tolerant on-line transaction processing to high-performance work stations.

A separate agreement has also been reached with SGS to complete the development of a radically new chip manufacturing process about which Anarmatic is staying tight-lipped.

However, the company says that both the WSI and the chip-making process will have a "dramatic" effect on the speed, reliability and efficiency of computers. Image and speech processing, two applications where computer processing requirements so far have been held up, will benefit, says Anarmatic.

LONDON FINANCIAL FUTURES

Three Month Sterling	Open	High	Low	Close	Est Vol
Dec 87	91.55	91.55	91.55	91.55	4372
Mar 88	91.75	91.76	91.59	91.59	653
Jun 88	91.77	91.77	91.77	91.77	80
Sep 88	91.62	91.62	91.62	91.58	15
Dec 88	NT			91.47	48
Mar 89	NT			91.35	0
Jun 89	NT			91.22	0
Previous day's total open interest 15501					
Three Month Eurodollar	Open	High	Low	Close	Est Vol
Dec 87	91.61	91.62	91.47	91.47	7329
Mar 88	91.77	91.78	91.67	91.67	1376
Jun 88	91.89	91.92	91.92	91.90	276
Sep 88	91.67	91.67	91.67	91.66	46
Dec 88	91.51	91.51	91.43	91.43	8
Mar 89	NT			91.23	0
Jun 89	NT			91.18	0
Sep 89	NT				0
Previous day's total open interest 29203					
US Treasury Bond	Open	High	Low	Close	Est Vol
Dec 87	91.62	91.26	91.20	91.20	6516
Mar 88	91.62	91.62	91.62	91.62	0
Jun 88	NT				0
Previous day's total open interest 5817					
Long Gilt	Open	High	Low	Close	Est Vol
Dec 87	114.19	114.19	113.89	113.91	5784
Mar 88	NT			114.32	0
Jun 88	NT				0
Sep 88	NT				0
Dec 88	NT				0
Previous day's total open interest 24802					
FI-GE 1988	Open	High	Low	Close	Est Vol
Sep 87	257.50	258.00	256.20	257.10	1289
Dec 87	253.20	254.00	242.70	242.70	7946
Previous day's total open interest 7946					
Three Government Bond	Open	High	Low	Close	Est Vol
Dec 87	95.55	95.30	95.55	95.77	530
Mar 88	95.70	95.70	95.70	95.80	0

103.80	Spot market common
105.90	Dry cargo India:
107.00	100% unchanged on

Portfolio Gold

From your portfolio card check your daily price movements on the only daily total and check the daily dividend figure. It is essential that you have your card or a share of the gold daily price money saved. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Code
1	Boddington	Breweries	
2	Brewer	Industries A-D	
3	Text Products	Drugs/Stores	
4	Body Shop	Drugs/Stores	
5	Body Shop (nt)	Drugs/Stores	
6	Formidex	Drugs/Stores	
7	Red Bull	Drugs/Stores	
8	Magnet (nt)	Buildings/Roads	
9	Medical Bar	Property	
10	Bellini	Textiles	
11	Fleeco C&W	Industries E-K	
12	Lockers	Industries A-D	
13	Goldberg (A)	Drugs/Stores	
14	Leigh	Chemicals/Plas	
15	James	Industries A-D	
16	Cable Wireless (nt)	Electricals	
17	Whitman Reave	Industries S-Z	
18	Mining & Aid	Industries L-R	
19	Rimmer	Industries A-D	
20	Mini Box (nt)	Industries L-R	
21	DICE	Industries A-D	
22	INT	Industries S-Z	
23	S&A	Industries A-D	
24	Grand White	Drugs/Stores	
25	Weston	Buildings/Roads	
26	Yale C&P	Chemicals/Plas	
27	Quintess Group	Liquor	
28	CEC (nt)	Electricals	
29	Advent	Industries A-D	
30	Hay (Norman)	Industries E-K	
31	Saville Gordon (J)	Industries S-Z	
32	Murray Elec	Electricals	
33	DRG	Paper/Print/Adv	
34	Triplex	Industries S-Z	
35	Gordon Russell	Industries E-K	
36	Stalk (John)	Textiles	
37	Optima PLC	Buildings/Roads	
38	Decca	Buildings/Roads	
39	Booker	Food	
40	Foodco Agric Ind	Industries E-K	
41	Ballant & Wm	Industries S-Z	
42	SS Group	Industries A-D	
43	Penman	Buildings/Roads	

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £8,000 in Sunday's newspaper.

MON	TUE	WED	THU	FRI	SAT	SUN

1987	1988	1989	1990	1991	1992

SHORTS (Under Five Years)

Company	Price	Change
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FIVE TO FIFTEEN YEARS

Company	Price	Change
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OVER FIFTEEN YEARS

Company	Price	Change
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INDEX LINKED

Company	Price	Change
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BANKS DISCOUNT

Company	Price	Change
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STOCK EXCHANGE PRICES

Equities mark time

ACCOUNT DAYS: Dealings began Monday. Dealings end October 9. Settlement day October 12. Settlement day October 19.
Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (nt) denotes Alpha Stocks. (VOLUMES PAGE 29.)

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Portfolio Gold

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DAILY DIVIDEND
£4,000
Claims required for
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Claimants should ring 0254-53272

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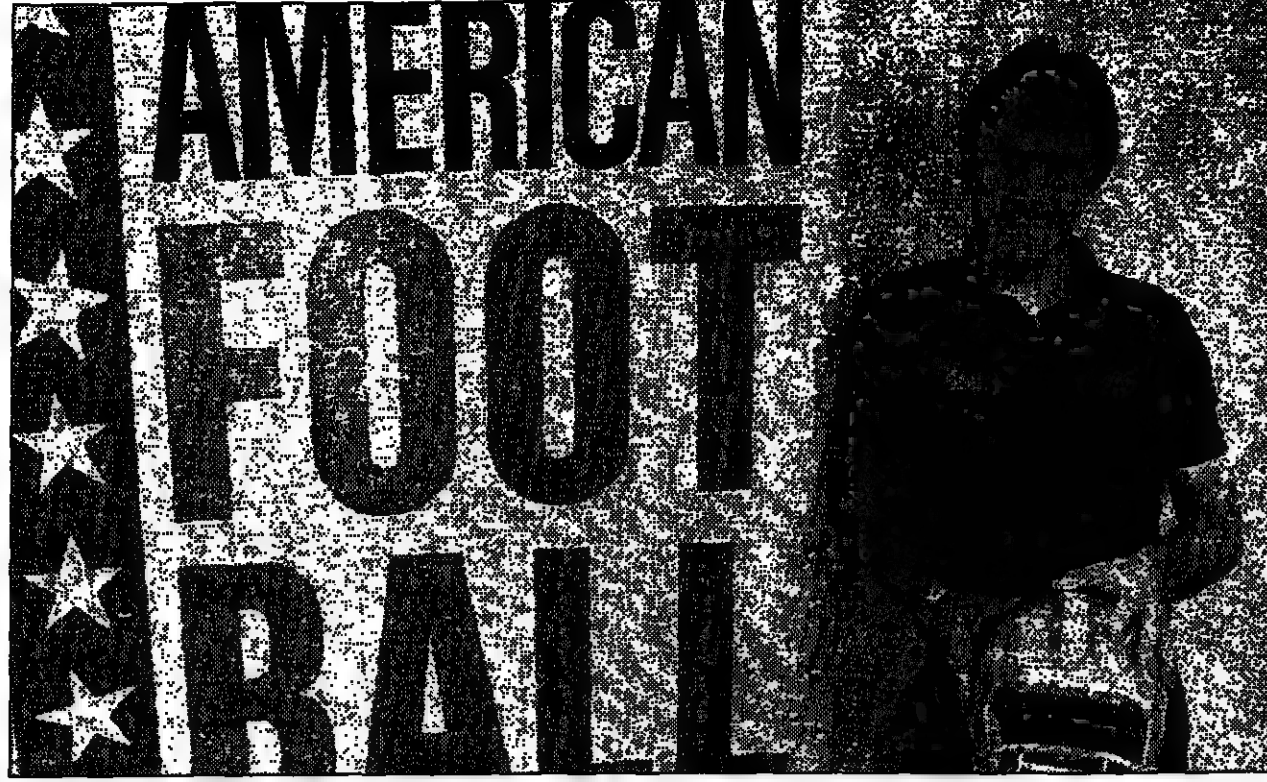
Running with the ball

As America's top footballers strike, Alan Franks finds what has made the game such a huge British TV success

Britain may have taught the world how to play sport, but it has taken the rest of the world to show us how to watch it. To be more precise, it has taken a five-year-old company called Cheerleader Productions, the principal purveyor of American football, baseball and Australian rules football to our televisions.

It is now estimated that American football on Channel 4 commands a British audience of 3.5 million each Sunday — seven times more than in 1982 — while the Superbowl, the equivalent of the FA Cup Final and league championship wrapped into one, is watched by no fewer than 12 million viewers.

There are two main reasons for the rise in domestic popularity for other people's games. First, and most important, Cheerleader has imported hitherto unknown broadcasting techniques, such as animated graphics, and the deployment of so many cameras that whenever there is a touchdown the producer can come in on the team's coach,



Simon Reed from Cheerleader, catching the British imagination: "People do like watching displays of controlled violence"

the player who started the move, the erring defender — everyone, in fact.

Secondly, in the words of Cheerleader's deputy managing director, Simon Reed, "people do like watching displays of controlled violence... I mean, they can watch blokes doing things to each other which they would deplore if they were on the receiving end themselves."

Cheerleader, which admits to being a highly competitive outfit, is skippered by 37-year-old managing director Derek Brandon, a man with impeccable credentials in sports broadcasting, both at the BBC and independent television. At the moment he is shuttling between America and Japan setting up a deal on the showing of Sumo wrestling.

"In 1981, Channel 4 de-

clared that it was having nothing to do with sport," he said over the telephone from New York. "So we formed a small group of people determined to have sports programmes on the channel."

The trouble with British sports coverage, argues Brandon, has been its sheer traditionalism. He is referring to form as well as content.

"You'd just have this man in a

jacket with a glass of water on the desk, and he'd be saying, 'Hello, good evening, and welcome to the... whatever it was. We thought we may as well throw all that away.'"

In a good year, Cheerleader has a turnover of £2 million, half of which comes from Channel 4, and much of the rest from the BBC. Apart from the huge ratings for American football, the company reckons

to achieve viewing figures of between two and three million for basketball and Australian rules football.

Reed, fit, 40, and a wholly unapologetic cricket fan, has many years behind him as a freelance commentator and presenter. He insists that Cheerleader is not claiming originality in terms of broadcasting, only that it is importing fresh techniques to the British screen.

He also maintains that there is a natural appeal in a sport like American football — so much so that even as the players' strike was getting under way last week (a dispute mainly about players' rights to play for the club of their choice), the company was busy making alternative arrangements.

"American football has caught the imagination," says Reed, "because these players are really fantasy figures. How often do you see men of six feet seven inches, who weigh 15 stone and who can run 100 yards in less than 11 seconds and catch a ball as well? There are guys there in the front lines who can do 4.4 seconds for 40 yards and knock bricks out of each other."

Despite Cheerleader's notion of taking strange sports to countries unversed in their ways, Reed fears that Americans are still not ready for cricket. Botham's baseballing notwithstanding. "Frankly, I don't think they have the patience," he says.

Snags and the BARBs

Media research experts have closed ranks to rubbish the critique last week by agency Lowe Howard-Spink of inadequacies in the BARB television ratings. "The assertions are unfounded, naive and waste a lot of time," says Bill Meredith of AGR, which compiles the ratings. LH-S has just woken up to a debate which has been going on in the media business for two years, says Jane Perry, research head at Young & Rubicam.

But LH-S has stumbled on a genuine problem. With the vogue for greater "targeting" when buying airtime, agencies increasingly want to know what kind of people watch what programmes. Yet BARB samples are too small for that because the system was originally designed simply to provide overall totals of audience size. More information would cost much more.

Meanwhile, LH-S's outburst is unlikely to endear it to the BBC which, with the ITV companies, owns BARB — and which is an LH-S client.

More Pravda

"We feel rather flattered that where we have pioneered Robert Maxwell sees fit to follow 18 months later," said James King, publisher of the weekly English-language edition of *Pravda*, on news that Maxwell was in Moscow discussing another English-language edition.

After a shaky start, King says his version is now profitable, selling more than 30,000 copies in 26 countries, 8,000 in the UK. But he advises against a daily version of the paper, which he says is "unreadable".

Cross channels

A split has occurred in ITV over the privatization of Channel 4. Officially, ITV would rather see a rival fifth channel than lose the right to sell Channel 4 airtime. But only the four companies in the wealthy South East (Thames, LWT, Anglia and TVS) make a profit on the channel. Many others would be happy to see the back of their expensive Channel 4 contributions, while the prospect of competition from a "fifth channel" of local city stations terrifies companies like Ulster and Tyne Tees.

Metro vision

The drive-in movie comes to Britain for one night only on October 11 when Britain's second 10-screen cinema opens in Tyneside's new Metrocentre. Drivers in a car-park outside the centre will be able to watch Walt Disney's *The Rescuers* on a giant screen hung from the building, and listen to the film sound relayed by local radio station Metro Radio.

US operator AMC already has one 10-screen complex in Milton Keynes which attracted 1.2 million punters last year, and has plans to open a further six in the next 12 months.

Making friends

Advertising agency Colman ESCO & Partners is going to extreme lengths to solicit new business, claiming to cultivate potential clients "for anything up to five years". Two weeks ago one party of likely candidates was whisked off in Somerset, the Hampshire country house of Lord Northampton, and given lunch, a clay pigeon shoot — and a seminar on political lobbying. Such events cost less than a day at the races, says Colman, and are infinitely more educational.

Briefly...

The Daily Telegraph and BT are to start charging callers to the paper's (freephone) Information Service £2.85 a time... TVS advertising revenue overtook LWT's in August... *The London Evening Standard* launches its monthly colour magazine, *ES*, this Friday and hopes up to 30 regional editions will also carry it... More than 50 per cent of British households now have more than one television set, according to the National Readership Survey... The Burton Group is thinking of backing a record label being set up exclusively for the London Mozart Players as a way of getting the most from its £100,000 sponsorship of the orchestra.

Nick Higham

The rural view from the editor's chair

In a converted barn in the garden of a 17th century farmhouse in Jersey, with a fine beach only five minutes away, sits Marcus Binney, editing his latest magazine, *Landscape*. In a converted dockyard, beside the Thames at Battersea, the rest of the staff produce it. The two are connected by computer links, fax machines and a tied telephone line. Binney thus becomes the only editor of a country-style magazine (apart from the *Countryside*) who actually works in the country.

He decided on this after editing *Countryside* "on the 22nd floor of a

lower block in the urban wasteland of the South Bank". That job ended when he fell out with IPC a year ago; and having promised a *Times* reporter that he would start another country-orientated magazine, he thought he had better do it. The result, a £1.50 monthly, will be published tomorrow.

At first glance it looks like another exercise aimed at "the Age set", the urban-bound ruralists. But as publishing director Martin Gates puts it: "It isn't just pretty pictures of the country. We are motivated by a cause."

A new countryside magazine is drawing more than inspiration from the open air

With Marcus Binney as editor the cause is, of course, conservation, though he prefers to call it preservation. He was the founder of *Save Britain's Heritage* in 1975, and since then has been at the head of the movement to rescue unwanted

historic buildings. Billingsgate Fish Market and Battersea Power Station are just two examples of such buildings which are looking forward to a new existence largely thanks to his efforts.

The new magazine covers every aspect of the environment, from bird habitats to a new London office block. Nor has the usual back-of-the-book fare on glossy motoring, eating and drinking been neglected. Will it work? The half a million pounds or more needed to get the venture off the ground has been

mainly provided by three principal shareholders, including Marcus Binney himself.

The initial circulation estimate of 25,000 has been revised upwards to 37,000 in response to reports from *Comag*, the distributors. And there is a healthy, 30-page wedge of prestige property advertising at the front, the golden fruit which helped *Countryside* to a reported £2 million profit in a year.

Pearson Phillips

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LONDON APPOINTMENTS

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Salary negotiable.

Please call Margaret Chapman
Tel. No: 407 6981

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Responsible for all aspects of Sales and Contract Administration, from estimating to final accounts. The position would suit a person aged 30-35 years with broad contracting experience gained with a Quantity Surveyor, Contractor or Subcontractor. Knowledge of French or Italian language would be useful but is not essential. Conditions commensurate with experience, and including a Company car.

Please apply only in writing, enclosing a copy of your C.V. to:
David Morton
Tecno (UK) Ltd., 19 New Bond Street, London, W1.

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Negotiable salary + car

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They wish to appoint a Marketing Manager, reporting directly to the Managing Director, to develop corporate marketing strategy and lead the Sales function.

You will have a degree in Marketing or Engineering and probably a post-graduate Business qualification.

A sound track record in marketing is essential and an understanding of overseas capital equipment markets and the OEM industrial market in the UK and Europe is important.

Good inter-personal skills are vital and the ideal candidate will have the potential for further development.

The salary is negotiable and matched by excellent benefits. A relocation package is available.

Applicants should write in confidence to the Company's advisor, Ted Gozman, at the address below with a comprehensive CV, or telephone for an Application Form quoting Ref: B4019.

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Experience in a marketing function is not essential as the successful applicant will receive a full training programme. However some experience in at least one of the following areas would be of benefit:

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Ideally the successful candidate will have a proven track record in Contract Sales in a DP environment, some DP background and demonstrable management skills.

For strong, motivated self-starters, this position will carry an excellent salary and commission package.

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EDINBURGH

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£16,605-£18,231 pa (under review)

Napier College wishes to diversify its income base and develop a fund-raising capability. A fund-raising office is being established within the College's External Relations Unit to meet this challenge. The office, in the initial stages, will consist of a Director and an Office Administrator. Applications are invited for the post of Director to promote, manage and develop the College's fund-raising capability. Applicants must be self-starters with a wide knowledge of and experience in industry, plus experience of fund-raising. They will also require to have organising ability, drive, enthusiasm and an outgoing personality. A familiarity with computers and the computing industry would be an advantage.

This appointment is initially for a period of three years. Application Forms and further particulars are available from the Personnel Office, Napier College, 219 Colinton Road, Edinburgh EH14 1DJ. Telephone: 031-444 2266 Ext 4274 or 4288. Closing date 5 October 1992.

THE POLYTECHNIC OF EDINBURGH

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This international company, based in Isleworth, requires young, enthusiastic people to join a small but expanding team to market capital equipment for the hygiene industry.

The ideal candidates will have a good telephone manner and lots of confidence to deal with all levels of personnel.

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MEDIA & MARKETING

Commercial break wanted

OPINION
Michael Darlow

One question has been over-looked following Mrs Thatcher's seminar with the broadcasters: last week, where did the extra hours of television come from? Demand for programmes is growing worldwide and it cannot be met by old films or wall-to-wall soap.

Britain is in a unique position — a universal language, an unrivalled pool of talent and a reputation for quality. But others will move in unless we act quickly. Already, American and Australian money is going into production capacity in Ireland and Spain and overseas investors have stakes in British producers.

If the economic base, production capacity and talent were to drain away under pressure of increased competition, we would see a serious dilution of programme quality and growing unemployment in our television production industry. Look what happened to the film business.

Mainstream broadcasters have used their exclusive transmission rights to stifle competition in the making of programmes. Now they are increasingly letting in a few independents, mainly in response to the Government's determination to see 25 per cent of programmes on BBC and ITV made by independent companies.

But unfair deals persist: broadcasters often bully independents into giving up their most valuable asset — the copyright in their ideas and the right to exploit and sell overseas programmes based on those ideas. Independents have been forced to use the broadcasters' inappropriate or uneconomic studios and other facilities and to accept very low operating margins.

At Downing Street I asked the Prime Minister for Government intervention to give independents a fair chance — a runway just long enough to guarantee inde-

pendents' rights and minimum operating margins until they can get on the air as genuine competitors. Independents have demonstrated that they can deliver. Their production costs are appreciably lower than those of the monopoly — almost 50 per cent lower in the case of ITV. A look at Channel 4's tally of international awards shows how many go to independents, who have supplied more of C4's programmes than envisaged. Surveys show that there are already enough independent producers and facilities to supply more than the Government's target of 25 per cent.

It is said that independent production means fat cats in London getting all the work while jobs are lost in the regions, yet half the turnover in the independent sector is accounted for by companies outside London. Overseas, independent production companies and facilities have sprung up where the demand is, close to where the broadcasters are based. In Britain, independents thrive in Cardiff and Caernarvon in response to S4C and continue to expand in Glasgow, Edinburgh, Manchester, Birmingham and wherever there are television stations or demand for industrial and educational programmes.

Having broadcasters make as well as transmit programmes is industrial archaeology, dating back to the days when all programmes were transmitted live. An inefficient and uncompetitive system has survived largely out of short-sighted vested interest on the part of the broadcasting monopoly. It was clear from the Downing Street seminar that the Government recognizes the need for genuine competition in programme production. All independents want is enough Government intervention to give them a fair chance.

The author is head of negotiations for the independent producers' associations.

A book at sale time

Launching a bestseller would be much simpler, Andrew Lycett reports, if there were far fewer rivals bidding for their share of the action

If Macmillan had not produced a comprehensive marketing plan when offered *Living Dangerously*, the autobiography of the explorer Sir Ranulph Fiennes, in July 1986, they would not be publishing it as their lead autumn title on Monday week.

Macmillan marketing director Martin Neild had to provide Fiennes and his agent, Vivienne Schuster of John Farquharson, with a detailed breakdown of his sales and promotion effort. It involved the 43-year-old baronet putting in considerable legwork himself. First he had to help to motivate Macmillan's sales force. In July he was invited to the Oaklands Park Hotel in Weybridge to give the keynote speech at Macmillan's main sales conference presenting their autumn list. "Immediately we could tell we were on a winner," recalls Neild. "He wowed them with all sorts of stories."

With the salesmen enthusiastic

'Immediately we could tell that we were on to a winner'

about the book, Macmillan could begin approaching bookshops. They took a front cover of the trade paper, *The Bookseller*. They sent out proofs, jackets and promotional literature. Fiennes was wheeled out to address dinners for between 30 and 50 booksellers in Edinburgh, Manchester, Birmingham, London and Bristol in late July and August.

Quite how many book outlets there are in Britain is disputed. An estimated 60,000 outlets, including supermarkets and tobacconists, sell books in some form or other — if only a rack of bodice rippers. Specialist booksellers are more rare. The Booksellers Association (BA) has 3,300 members but, according to a survey produced for it this year by Arthur Young, more than half have a new book turnover of less than £80,000 a year. Most retail book sales, worth around £750 million a year in all, are made through chains like those of W. H. Smith (with 368 outlets), Sherratt & Hughes (40), Pentos (34), Hammonds (16), Waterstones (14) and Hatchards (13).

As a newsagent and stationer as well as bookseller, W. H. Smith, with a fifth of total sales, is in a category of its own. The important new development in the market place has been the growth of the specialist multiples like Sherratt & Hughes, a Smith subsidiary, and Pentos, which have invested



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considerable sums in attractive design and in EPOS (Electronic point of sale) equipment which allows them to monitor exactly the titles selling in their shops rather than those merely moving out of the warehouses.

An important part of Neild's job at Macmillan is to ensure that his titles are carried by these groups, which generally do centralized buying. He has to lobby to be in their special promotions, instore displays and catalogues. For example, he has paid £1,000 to have *Living Dangerously* promoted as part of W. H. Smith's "The Best of the Latest" campaign next month.

Another £1,000 has been spent securing a slot in *Books For Giving*, the BA's Christmas catalogue, launched on Monday with a print of

3.75 million copies. When BA marketing executive Corinne Gotch completes a month-long promotional tour just before Christmas, the BA operation will have cost more than £250,000.

W. H. Smith has led the way with EPOS, investing £23 million in a four-year operation to computerize all its shops. John Hyams, Smith's Deputy Book Merchandise Controller and the current president of the BA, says: "EPOS gives us an enormous amount of information about what is actually selling." Pentos is following suit. Rosemary French, formerly with Boots, who came to Pentos only four months ago as its first marketing director, says: "The book business is the last to go into EPOS. The problem has been the

large number of individual titles sold."

Generally speaking, however, the spending on book marketing is slight. TV advertising is still virtually unknown. Derek Searle, marketing director at Bantam, blames the number of titles published: "Consequently the spend-per-title is very small. If any publisher spends more than £20,000 on a book, it is unusual."

Bantam's largest outlay in the last year was £40,000 on Sally Beauman's *Destiny*. Searle notes that women read more books than men, which accounts for the importance of exposure in magazines like *Cosmopolitan* and *She*. Bantam has started stepping stone advertising (four quarter pages diagonally) in these titles. It also uses occasional gimmicks, such as a scratch and sniff promotion for its successful book *Scents*, which has sold 250,000 copies in Britain, and

'The spend-per-title is very small because there are so many'

phosphorous covers for its children's book *Niteglio*.

Similarly, Macmillan uses a hologram on the front cover of the new novel *Sphere* by Michael Crichton. Neild believes this will get the book more space in bookstores. *Sphere* will be published as a paperback next September by Pan, now wholly owned by Macmillan. Neild is therefore spending more on its promotion than he otherwise might, hoping to establish Crichton as a name in advance of the paperback. This is an example of the growing publishing phenomenon of vertical publishing, or putting out simultaneous hardback and paperback books by known authors and sharing marketing costs. Bantam is currently doing it with a Catherine Cookson trilogy. Her *Bill Bailey's Lot* is published in hardback on Thursday and its predecessor, *Bill Bailey*, in paperback on Friday.

Most marketing campaigns remain doggedly conventional, as with *Living Dangerously*. Macmillan is spending just £20,000 on all stages of promotion of Fiennes's autobiography, and that is considered a large sum. This figure includes the launch party in Maxim's restaurant on October 12. The next day the intrepid explorer begins a two week tour of 11 British cities. Within two months Neild expects to have sold 25,000 copies, making *Living Dangerously* a Christmas bestseller.

One for the record

A sales boost is due for a minion that has eaten the big fish

The annual record awards made by *The Gramophone*, that much-revered bible of classical collectors, is to classical music what the Booker Prize is to literature — without, of course, the razzamatazz and the money.

The premier award, record of the year, normally goes to one of the big names, like Deutsche Grammophon or EMI, so there will be more than the usual excitement at the Savoy Hotel today when Elisabeth Schwarzkopf presents the top award to Ciampi, a tiny independent based in Oxford with a total catalogue of just 14 recordings. It concentrates only on sacred choral music of the Renaissance.

The winning recording is of two early 16th century masses by the Flemish composer Josquin Desprez, recorded by The Tallis Scholars conducted by Peter Phillips, and produced by Steve Smith for Gemill.

It has overcome challenges from such notables as the EMI recording of Tippett's *The Mask of Time*, which wins the contemporary music award, and Mahler's *Symphony No 8* conducted by Tennstedt, which wins the orchestral award.

On past form, the win will be a considerable boost for sales of the record. Peter Russell, general manager of Polygram Classics, reckons that last year's winner, Deutsche Grammophon's recording of Rossini's *Il Viaggio a Reims*, could have raised sales figures by some 50 per cent. This compares with a modest 10 per cent increase for winning one of the sections.

Nicolas Soames
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Applicants will have the experience and poise to understand the importance of successful client liaison and have the ability to execute secretarial duties quickly and to the highest of standards within a pressurised environment. Above all the successful candidate will be a self starter, yet a team player who is looking for that next career move.

Salary: circa £13,000. Skills: 80/60 + WP. Age: Indefinite: 25-30.

Carrington House, 130 Regent Street, LONDON W1R 5FE. Tel: 01-437 1564

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EXCEPTIONAL OPPORTUNITIES

We are the UK Headquarters of a Swiss-based International Group of Companies and one of Britain's major manufacturers and distributors of agrochemicals, dyestuffs, pharmaceuticals, photographic products, pigments, resins and industrial chemicals with a turnover of approximately £650 million.

We will be pleased to welcome applications for the following secretarial positions at our UK Headquarters in Victoria:

SENIOR SECRETARY (Legal)

You will play a crucial role as Secretary to the Company Secretary and Director of Legal Services. In addition to the normal secretarial skills including word processing experience, this important position requires initiative, discretion, and a high degree of versatility as well as the ability to liaise with Senior Management.

AUDIO SECRETARY (Legal)

This involves working primarily for one of four Solicitors within our small Legal Department. You will require for this interesting position as well as the normal secretarial skills, a working knowledge of, or a willingness to learn, screen based word processing. Previous legal experience is not essential.

SECRETARY (Personnel)

As Secretary to the Headquarters Personnel Manager you will provide a secretarial service of the highest standard. In addition to the usual secretarial duties you will be involved in organising and implementing an efficient office administration system. Word processing experience would be an advantage, however, full training will be given.

In return we offer attractive salaries together with the full range of benefits associated with a major company, modern offices and a friendly working environment.

Please write enclosing a comprehensive cv together with present salary to Mrs. A. E. Threadgold, Headquarters Personnel Officer, CIBA-GEIGY PLC, 30 Buckingham Gate, London SW1E 6LH.

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A serious job with real involvement in the exciting and exacting world of an international and famous art gallery.

You will use your brain, initiative, spoken French, and sound shorthand/typing.

Sound like what you want? Please ring 439 6021.

Age 22+ Skills 100/50

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MANPOWER

The place for top office temps

We believe in rewarding our temporaries accordingly:

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CHAIRMAN - £17,000

The Business Intelligence Services Group is a fast-moving international high-growth company in the computing and information services industry.

The Chairman needs a Secretary/PA who has worked at Board level in a competitive commercial environment. In addition to good skills and an alert organised mind the successful candidate should be socially poised to interface with VIP's from home and abroad.

The rewards are considerable job satisfaction for a self motivated person and a strong sense of participation within this progressive Group. Age 25 - 35.

01-629 9323

PERSONNEL SECRETARY

£11,000

International co. requires sec. for

newly created, expanding position.

Handle confidential personnel mat-

ters and secretarial duties for per-

sonnel and admin manager. Terrific

career prospect!

Call Rosalind 248 8181

McKay Personnel

CONSERVATIVE MP

REQUIRES

SECRETARY

Please send CV

to BOX L76.

ENGLISH WITH SPANISH

de Beristain Hargreaves

Solicitors recruiting in Spain

work require experienced and

capable native level secretary to

fully run busy modern office in WC2 part-time

contract. Salary negotiable.

Tel: 831 2741

(No agencies)

Secretary For the Energy Marketing team

WESTMINSTER
£9,038 to £10,856 pa inc.

We are looking for a new member for the team that's responsible for promoting the efficient use of electricity to major customers nationwide.

As well as providing a comprehensive secretarial service to the Energy Sales Manager, you will also be supervising and co-ordinating the work of a small clerical and secretarial team who support a professional group of Sales Engineers. This broad-based role therefore demands the skills of someone who enjoys working in a team in a fast-paced environment, is happy shouldering responsibility and has a real flair for organisation. A pleasant telephone manner and the confidence to deal with customers needs to be combined with audio typing, shorthand and WP ability. If you would like to play an important part in helping to tell the energy story from our air conditioned offices overlooking the Thames, write now with details of your career to date and present salary quoting ref 116/T to: David Webb, Recruitment Officer, The Electricity Council, 30 Millbank, London SW1P 4RD.

The Council is an Equal Opportunity Employer and welcomes applications from disabled people.

ELECTRICITY COUNCIL

PA to Chairman c.£14,000

Charm, intelligence and senior-level experience are pre-requisites in this high quality role. He leads a multi-faceted life - non-executive directorships and personal interests combining with his responsibilities as Chairman of a highly respected investment company. As his Assistant you will deal with all aspects, learning about mergers/acquisitions and developing your own rapport with the City's investment community. West End-based. Skills 100/60. Age 25-40. Please telephone 01-493 5787.

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Design by Computer

£12,000

Excellent career opening for a creative, computer-literate innovator the company handles every aspect of interior design. As PA to their young Owner/MD you will see projects through from initial design to final completion. Liaising with suppliers/client/designers etc. A key part of your role includes system development - he is keen that you explore and develop in-house facilities for Computer-Aided Design. Could you research, learn and become their resident expert? Call 01-409 1232.

Recruitment Consultants
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SECRETARY FOR ARCHITECTS £10,500 - £12,000

We are a well-known and busy architectural practice, close to Tottenham Court Road underground and we are looking for a senior secretary to work for a Partner. Some previous architectural experience is required.

If you have good experience at a senior level, excellent typing and organisational skills (shorthand is not necessary), please apply in writing, with your Curriculum Vitae to:

Carol Crook, Rock Townsend,
33 Gresse Street, London W1P 1PN

OFFICE ADMINISTRATOR

to work for a Mayfair based financial services group in a lively and challenging environment. You will have a mature, unflappable nature, an understanding of commercial and office procedures and some secretarial skills would be an asset.

Responsibilities involve management, motivation of staff and high level liaison with Chairmen PA. Immediate start.

Suitable applicant should be currently earning at least £13,000 pa.

Please telephone reference Kathleen on 01-409 8868.

CITY PA

£14,000 + MORTGAGE

Top Mayfair Bank is recruiting a PA/Sec for their

Deputy Chief Executive. You

will be totally professional

and will be able to handle

all aspects of the business

and the personality to match this

senior post. Hours are longer

than the "average" working

for this charming Executive

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£13,000 + BONUS

A V.P. Director of a top

City Fund Managers re-

quires a shorthand PA

capable of organising his

day and dealing with top

people. As he travels a

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he'll use the office in his

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For more details tele-

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Alex Forbes on

01 626 8524

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Bright, lively, ambitious, energetic, numerate? Our clients handle PR and advertising for some of the most fascinating events going on in London. As Public Relations Assistant you will help to organise press releases, produce information, prepare reports etc - all in a young and very fast moving environment. Salary £9,500 plus bonus and benefits. If you can handle pressure, have good keyboard skills and want real career progression, call 01-493 0713.

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It's 9.00 a.m. on a Monday morning and you're the centre of attention as you walk into an office full of people you've never seen before... instant panic or the calm assurance that comes with knowing you're a Crone Corkill temp?

Our temps are used to being in the limelight and we appreciate their calibre by paying them all the same excellent hourly rate.

You will need speeds of 100/60, good w.p. skills and two years' Director level secretarial experience in London or a comparable capital city.

Join a team where everyone's a star performer and clients regularly request an encore.

Please ring: 434 4512 for an appointment or a factsheet now.

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ACE FOSTER BEAZLEY ASSOCIATES

Personnel Secretary with SH for Head of Personnel, W1. Own office. £11,000+.

Executive Secretary - languages useful - for International Group, SW1. Own office. £11,500+.

Charming Senior Partner requires versatile

Secretary/PA with good organisational/secretarial and social skills. £12,000+ bonuses.

Unique opportunity for secretary/administrator who enjoys variety to join TV Group moving to the City. £9,500+.

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Recruitment Consultants.

SENIOR SECRETARY

c. £10,000 p.a. North Kensington

We are looking for a mature and experienced secretary to take an important appointment with Directors and Senior Management at our Head Office. Good secretarial skills including shorthand essential. There is tremendous variety in this position and a friendly working atmosphere. Staff discount, subsidised restaurant and 4+ weeks holiday. Any age over 25. Telephone for an application form or visit to The Personnel Manager, Chinacraft Group of Companies, 130 Bedford Road, London W10 6BW. Tel: 01-940 2121

Chinacraft

LONDON

FASHION IN CHELSEA

Small friendly Fashion Company in smart new Chelsea offices seeks Bilingual Secretary with excellent German to work for its busy Fashion Controller.

If you have accurate typing & WP experience and an aptitude for figures, as well as good organisational skills, and are willing to get involved in all aspects of the job then call Liz on 351 2335 now.

Salary c. £9,000.

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Ind. travel with prospects to

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too good to be true? Well, it

can be yours! If hard work and

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worthy of this "once in a

lifetime" opportunity.

Call Francesca Peters on

01-831 0644

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Secretary £10,000

Highly qualified and well

motivated young

secretary required with

first class skills including

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accept responsibility and

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Hours 9 to 5.30.

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for appointment

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for our secretariat for the departments export, marketing, advertising publicity an general sales correspondence as well as possible.

This work requires a very good commercial instruction, a perfect English and G/F knowledge. If you're interested in it and like to work independently, please send your applications and certificates to:

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Mr B. Grunert
Binningstrasse 83
CH-4123 Allschwil/Basel
Tel: 010 41 61 63 33 66.

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TV PRODUCTION COMPANY

PA SECRETARY

SALARY TO £13,000

Small, independent TV production company specialising in drama, documentary and music and arts performance programming seeks highly organised, efficient PA who will be the mainstay of the office. Salary 2500 and organisational skills required. Position will involve shorthand/typing and WP as is previous TV or legal experience. Company based in W10. Age 25+.

Please ring on 020-7460

Beverly Ltd Rec Cons.

TO

£10,000 +

PERKS

SECRETARY AGE 20/21

and necessary for a young secretary

must be able to handle the

main office and be able to

deal with all aspects of the

business. Salary range

£7,000 to £10,000 p.a.

Phone 01 626 1100

or 01 626 1102

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has the following 3 new positions:

- 1) Club Secretary £ negotiable 5 days (including Sundays). Need someone to set up and run a members club. Must be creative, organised, have good secretarial skills, plus PR experience.
- 2) PA/Secretary - Age 30+ £ negotiable Must be organised, have common sense, excellent secretarial, shorthand & WP skills, and be totally dedicated, with commercial experience.
- 3) Secretary - Age 28+ - £12,000 - £13,000 pkg. Must have excellent skills & assist PA in all phases.

No phone calls please. Send C.V. addressed to:

Mr. Konn, Konrad Furs,
42 Sloane Street,
London SW1X 9LU.

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17 BARKLEY STREET LONDON W1X 5AE

Jo Eastwood's recruitment consultancy serves professionally-minded companies whose own high standards demand the best and who have real opportunities for the serious contributors in the workforce.

ADMINISTRATOR to £16,000

This client company has an immediate requirement for an Administrator. The role involves a wide range of administrative duties, including typing, filing, and general office management. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £16,000 per annum.

BACH-ESCHER RECRUITMENT
01 491 1782 / 01 493 2560

HIGH PROFILE CAREER £10,500

This client company has an immediate requirement for a High Profile Career. The role involves a wide range of administrative duties, including typing, filing, and general office management. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £10,500 per annum.

BACH-ESCHER RECRUITMENT
01 491 1782 / 01 493 2560FASHION COMPANY
£8,000-£8,500

Secretary required for small busy office. West End. Accurate typing, SH not ess. Varied responsibilities.
Telephone
Yvette Allen
01 580 3686.

COMPUTER AGE
TO £14,000

This is the age of the computer and you can be a part of it. We are looking for a computer age secretary to assist in the day to day running of a computer company. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £14,000 per annum.

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TOMORROW'S
WORLD

£12,000 + BENEFITS
This is a unique opportunity for a secretary to assist in the day to day running of a computer company. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £12,000 per annum.

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ADVERTISING
£11,500

Do you want to join a large advertising agency? We are looking for a secretary to assist in the day to day running of a large advertising agency. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £11,500 per annum.

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PERSONNEL
STAR

£11,000 + PKGE
An experienced Personnel Officer is required for a busy Personnel Department. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £11,000 per annum.

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M.D.'S
RIGHT HAND

£13,000
The M.D. of a Property Investment Company is looking for a PA who will be responsible for a wide range of administrative duties. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £13,000 per annum.

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BROKING PA
£11,800 +

A Senior WP PA is required for the Broking Division. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £11,800 per annum.

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FASHION
£10,000

A fashionable PA is required for the Fashion Division. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £10,000 per annum.

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PA IN
PROPERTY

£11,000
A fashionable PA is required for the Property Division. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £11,000 per annum.

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5* MARKETING
£9,000

Do you want to join a large marketing agency? We are looking for a secretary to assist in the day to day running of a large marketing agency. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £9,000 per annum.

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SECRETARY/P.A.
to Director of
Human Resources

Up to £10,500

Birmingham

Here's a first-class opportunity for a highly efficient and experienced individual to provide full secretarial and administrative support to our busy Director of Human Resources. It's a challenging, fast-moving role involving a good deal of pressure, so your organisational and planning skills will be stretched to the full. You must have the poise and presence to deal with detailed business correspondence plus the initiative to solve problems and take decisions. Working at such a senior level, the job is obviously of a confidential nature and calls for a high degree of tact and diplomacy. A mature, self-motivated person

with previous secretarial experience gained at this level, you must be thoroughly familiar with the latest automated office systems. Able to communicate confidently at all levels, you'll have a flexible and cheerful approach to the working day. West Midlands Travel is a young, highly progressive organisation which fully recognises the talents of its workforce. In addition to a highly competitive salary we offer a range of attractive company benefits. Interested? Please write in the strictest confidence, enclosing full career details to: Personnel Manager, West Midlands Travel, 16 Summer Lane, Birmingham B16 3SD.

West Midlands Travel
AN EQUAL OPPORTUNITY EMPLOYERTHAMES
TELEVISIONADMINISTRATION
ASSISTANT

We are looking for a numerate individual who, in addition to providing a secretarial service, will assist in maintaining and developing systems to authorise, monitor and forecast programme expenditure. Many systems are PC based and training will be given.

Ideally, the successful candidate will have some previous accounting experience, will be self-motivated, organised and used to working under pressure. Good communication skills are essential.

Please telephone for an application form, which should be returned by no later than the closing date, Friday 9 October 1987, to: Personnel Department, Thames Television PLC, 306 Euston Road, London NW1 3BB. Tel: 01-387 9494 ext 4295.

Thames is an equal opportunities employer and welcomes all applications regardless of sex, ethnic origin and marital status.

DIRECTOR'S
SECRETARY

required for Director of an expanding Mayfair based company. The position will suit a highly motivated person willing to take an interest and grow with the company.

The work is varied and involves property development, finance and investment.

Telephone Aileen Edwards
01 629 6501

INTERNATIONAL CONSULTING
ENGINEERS

Require Secretary to 2 Senior Partners

With responsibility for typing pool, shorthand/rapid WP, willing to cross train on WP equipment. Minimum age 23. Salary commensurate with responsibility.

Please apply in the first instance to Linda Ogley.
01 631 0119

ESTATE
AGENTS

Secretary with good typing skills and WP ability, required by busy firm of Chartered Surveyors in Fulham. Good telephone manner.

Salary £10,000 pa.
Please apply, ref KW
01-381 4133.

SMALL
ARCHITECTURAL FIRM

Requires a Secretary / PA / Manager. Should be adaptable and self-motivated with neat, accurate typing.

Ref: 01 582 6236

SUBSCRIPTIONS
SECRETARY

An unusual and interesting opportunity arises to become the Subscriptions Secretary for a long-established and well-known trade Association, with a growing subscription list of several thousands. The position involves dealing with volume correspondence and orders, as well as general office duties. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £12,000 per annum.

For further details please contact Lucy Holland on
01 581 2977.

SCR
21 Blandford Place
London SW1W 0JH
Tel: 01 581 2977

JANE CROSTHWAITE

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Director of international fashion company based in Chelsea requires smart and efficient secretary. Ideally aged between 22 - 30 with minimum 2 years experience. Good secretarial and WP skills (fast shorthand) and the ability to work on own initiative, plus responsibility for ensuring the smooth running of the office. Good opportunity to learn about fashion whilst using your excellent secretarial and admin skills. Salary circa £9,500. Telephone: Caroline 351 2333.

PROPERTY COMPANY/
KNIGHTSBRIDGE

A small but rapidly expanding property company requires an enthusiastic person to work for one of its young Directors. The work is varied, with lots of opportunity to become involved. If you wish to join our friendly team, you will need skills of 100/100 wpm with some audio and WP experience. Salary c.£11,000. Contact Sharon on 01-225 2757. (No agencies).

TEMPTING TIMES

Temporary
Senior Secretary

For Heads of New Products Division

Hammersmith

The United Distillers Group offers an exciting work environment for people looking for something out of the ordinary. We're the UK's largest drinks exporter, marketing a range of internationally known and respected products including Phinns, Gurdies, Glenlivet, Johnnie Walker and Cossack Vodka.

Some of our most interesting operations are concerned with future developments aimed at developing new as well as current market sectors. This is the role of our New Products Division, operating from the Group's Headquarters in Hammersmith. Due to maternity leave, the Division's Director and Manager need an out-of-the-ordinary Senior Secretary to help them over the next six critical months.

As a member of the development control team, you will handle all normal senior secretarial duties - but you will also be closely involved in new product launches. Preparation of reports and telephone liaison duties will also form an important and interesting part of your workload.

At least 25 years of age, you will need 5 years secretarial experience at senior level, including good shorthand (100 wpm). Familiarity with IBM DW3 is also essential. Highly adaptable and well able to use your initiative and expertise to achieve results, you'll thrive in the friendly but fast-moving atmosphere that sets New Products apart.

If you're looking for a modern, challenging environment then this is it. The salary and rewards package certainly reflects the post's importance. While we're making no promises, there may be the possibility of other, longer-term opportunities within United Distillers.

For further information contact Juliette Brown on 01-846 8040 extension 2645.

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Part of the Guinness Group of Companies

Tasteful
Temping...

No hassles. No let-downs. Just plain simple high grade temping.

A tasteful package of top jobs, elite rates and thoroughly professional service.

If you have sound skills and experience, you should be talking to The Work Shop. Telephone Sue Cooke on 01-400 1232.

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to the Communications Industry

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SHOPIBM DISPLAYWRITE-3
SH SEC 100/60

£7.50 ph.

City and West End bookings.

Join our professional team.

Ring Clare McDowell or

David Cockburn

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01 623 4202

CITY SECRETARIES

NON-SECRETARIAL

CITY SECRETARIES Bank needs lively, intelligent, energetic person to handle a wide range of non-secretarial duties. The successful candidate will be a proactive, organised individual with excellent communication skills. Salary is £10,000 per annum.

For further details please contact Lucy Holland on
01 581 2977.

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21 Blandford Place
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Tel: 01 581 2977

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Join the Elite!

As an experienced secretary with extensive knowledge of word processing, particularly IBM Displaywrite 3 and Wang, we can offer you:

- Up to £7-50 per hour
- Overtime pay
- A friendly professional service
- A selection of London's top assignments
- Many long term bookings

To join our team of valued, high calibre secretaries, please call Camilla Arnold on 01-631 0479.

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SEER

EXECUTIVE CREME

NISSAN

Interpreter -
Japanese/English

c£17,000 + Car North East England

Nissan Motoring Manufacturing (UK) Limited is currently investing an additional £340 million at its car manufacturing plant in Sunderland, Tyne & Wear.

Our Japanese Managing Director is seeking an experienced professional interpreter who will also act as his personal assistant and secretary.

Candidates must be fully capable of interpreting in a business environment and be able to demonstrate an understanding of the requirements of working for a senior Japanese executive. Simultaneous translation capability is not essential but would be an advantage.

We are also looking for a more junior interpreter at a salary of c£13,000 + car.

The excellent benefit package includes a lease car (low monthly rental payable), private medical insurance and a generous pension scheme. If necessary relocation costs to the North East will be paid by the Company.

Please send a written application (in English) to Peter D. Wickens, Director of Personnel, Nissan Motor Manufacturing (UK) Limited, Washington Road, Sunderland, Tyne & Wear SR5 3NS by 14th October 1987. Quote Ref. No. PERS/SCO.

PA/SECRETARY

£10,500 + BENEFITS

As a member of the development control team, you will handle all normal senior secretarial duties - but you will also be closely involved in new product launches. Preparation of reports and telephone liaison duties will also form an important and interesting part of your workload.

At least 25 years of age, you will need 5 years secretarial experience at senior level, including good shorthand (100 wpm). Familiarity with IBM DW3 is also essential. Highly adaptable and well able to use your initiative and expertise to achieve results, you'll thrive in the friendly but fast-moving atmosphere that sets New Products apart.

If you're looking for a modern, challenging environment then this is it. The salary and rewards package certainly reflects the post's importance. While we're making no promises, there may be the possibility of other, longer-term opportunities within United Distillers.

For further information contact Juliette Brown on 01-846 8040 extension 2645.

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SWISS CENTRE RESTAURANT AND SHOPS

REQUIRE PA TO

GENERAL MANAGER/
SALES CO-ORDINATOR

After 4 years in this varied and interesting position our Sales Co-ordinator is leaving to have a baby, and if you can offer the following, you may be the person we need to take over.

- An outgoing personality 25+

- Hard working and enjoy a variety of duties

- Excellent secretarial skills

- Looking for involvement in PR

- Interested in sales and marketing

- Happy to work flexible hours

- German and/or French an advantage

In return we offer an excellent salary package, and a full range of company benefits. Please telephone Nick Harris on 01 497 3541

No agencies

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to the Communications Industry

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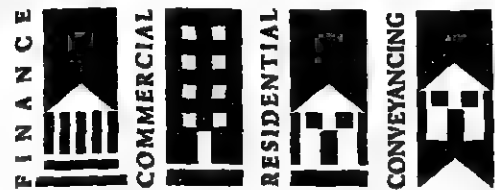
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RACING: PRIX MORNAY WINNER CAN PROVIDE BARTHOLOMEW WITH FIRST BRITISH SUCCESS

First Waltz to lead way for France

By Mandarin

First Waltz can put a smile back on French faces following the Ascot defeat of Miesque by plundering the Tattersalls Cheveley Park Stakes at Newmarket today.

This group one prize race went across the Channel five years ago when Ma Biche, the subsequent 1,000 Guineas winner, beat Favorite and Super Entente.

Now Crique Head, Ma Biche's trainee, sends over Ravinella the victory to her only two races at Deauville and Longchamp, in an attempt to emulate her illustrious former stable companion.

However, while her chance must clearly be respected, Ravinella has no form to

compare with her compatriot, First Waltz, who beat a select field in the group one Prix Mornay at Deauville last month.

Common Grounds, runner-up at Deauville, franked the form in the best possible style at Longchamp 10 days ago when winning the Prix de la Salamandre with one of our leading juveniles, Digamist, a well-beaten fifth.

As the Mornay third, Balawiki, had previously topped off the very speedy Oakworth in the Prix Robert Papin at Maisons-Laffitte, the Deauville form bears the closest inspection and First Waltz is named to give Ted Bartholomew a memorable first success on British soil.

Ela Romara, rated the best



Jack Berry, who trains the progressive Area Code

filly he has trained by Geoff Wages, looks the best of the home contingent after gaining easy victories in a Goodwood

maiden and the group two Lower Stakes at York.

Madam De Seul, runner-up at York, has since occupied the same position behind Aim For The Top at Ayr, a form line which indicates there is little between Ela Romara and Michael Stoute's filly, Elvira. Aim For The Top had previously disappointed at Goodwood and Ela Romara appears to have the greater scope.

Stoute also saddles the Doncaster winner, Rimsh, and the booking of Pat Eddery suggests there may not be much between the Beech Hurst pair, Harp Islet, fifth at Doncaster, has won well since.

Perina, who does not know the track, can gain a well-deserved sixth success

of the season in the main supporting event, the listed Rous Stakes.

Since winning a similar prize at Sandown in July, Perina has produced two fine performances to finish third behind Ajdal at York and second to Sizzling Melody at Doncaster. Orin and Chibbing appear the principal dangers.

Area Code can underline his Cesarewitch chance by winning the opening Stayers' Three-Year-Old Handicap. My other principal fancy at Headquarters is Bannister, who showed his appreciation for a mile when winning at Doncaster three weeks ago and has the scope to defy a penalty in the Matchroom

Fabricius puzzled by poor turnout

Although there are nearly 200 juveniles trained within a good walking distance of Goodwood there were only two runners chasing prize money of over £12,000 in the Limekiln Stakes on the Sussex coast yesterday.

Even as a match it was a disappointment, Western Gun, at 5-1 on, was always outclassed by Director's Choice to win by 10 lengths, and give Pat Eddery another success.

Goodwood's clerk of the course, manager John Rod Fabricius, stated: "One has to be very disappointed. It doesn't make any sense. Our prize money this year has topped £1 million."

"We'll now have to review the way we spread it, because racegoers deserve much better entertainment than two horses over 200. It's a very sad outcome to what should have been the feature of the day."

Eddery extended his lead to seven over Steve Causton in the jockeys' championship when Causton rode a double on Lush and Nail Doo, with Causton having a solitary success on the odds-on Indian Ridge.

Rikki Morse won the George Todd Apprentices Challenge for the second year running when giving 10-1 chance Cheerful Times a beautifully judged ride.

"It's a good race for me, I've ridden in it three times and had two wins and a second," said the 21-year-old, who has since won the 1987 Rous Stakes.

There were no fewer than six different riding allowances in this big field which went up to 12 lb, but it proved a triumph for experience.

Only three of the 22 riders could claim nothing at all and eight out of the 11 who did not finish. Green August (6-1) made a promising debut when 1st in the 1st round of the 1987 Rous Stakes, good, Sept 11, 11 lb at Goodwood, 11 lb, 11 lb.

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Sadlers Wells filly joins Nelson team

From a Special Correspondent, Newmarket

The first yearling by the Irish 2,000 Guineas and Eclipse Stakes winner Sadlers Wells to be offered at public auction in England caused plenty of interest at the opening session of the Newmarket Highbury Sales yesterday.

This brown filly, submitted from the East Layton Stud, made 100,000 guineas when former champion jockey and trainer Doug Smith outbid Johnny Harrington.

He was acting for owner David Bott, who intends sending this attractive filly to Charlie Nelson, who handled her half-brother, Creag-An-Sgor, to win three races including the Middle Park Stakes at Newmarket.

The best horse Bott had in training with Nelson was Rich Charlie, later sold to Robert Sangster.

Dubai-based Hamdan Al Maktoum got the better of a protracted duel with another wealthy Middle Eastern owner, Ahmed Salama, to acquire a son of Dominion for 155,000 guineas.

This was the first foal of Cullers Corner whose three parts sister, Smarten Up, won the Temple Stakes at Sandown.

Sheikh Mohammed was also in the thick of the fray in the early exchanges. Robert Acton of his Darley Stud managed to outbid a son of Dominion while the Sheikh's racing manager, Anthony Sirod, gave 120,000 guineas for a bay colt by 2,000 Guineas hero Lomond.

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Government plans criticized by sports leaders

By Ian Stafford

The Central Council of Physical Recreation (CCPR) yesterday called for an immediate meeting with Nicholas Ridley, the Environment Secretary, and Colin Moynihan, the Minister for Sport, to discuss the ramifications of new Government proposals to open up the management of municipal sports and leisure facilities to the private sector.

Although the Government is convinced that privatization would lead to considerably lower costs through the introduction of competition without any reduction in service, the CCPR is concerned that the rush to turn facilities into profitable businesses will deprive youngsters of the opportunity to participate in sport.

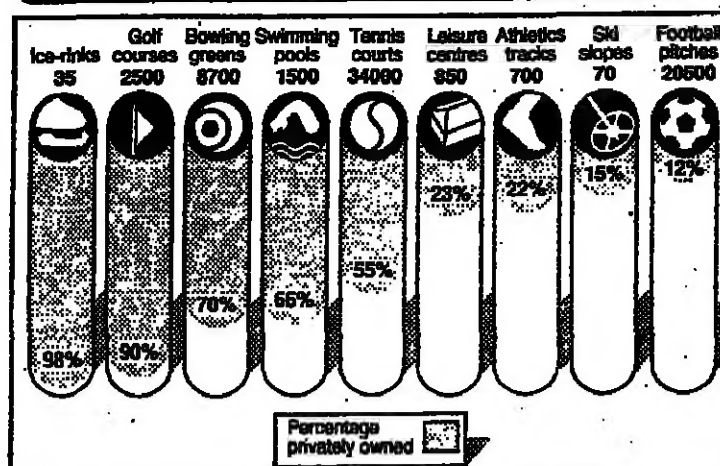
"We have been waiting for this to happen for some time now," Peter Lawson, the CCPR's General Secretary, said. "Town halls of all political persuasions in Britain have proved to be world leaders in providing sports action for their local communities and we do not want to see sport becoming the privilege of the wealthy. We want to see the young off street-corners and high-street hooligans channelled into sport, not forced back out into the jungle of inner-city deprivation."

"I am really angry about this. It is one thing having pink gins in squash clubs but what about the deprived? We will urgently seek concrete assurances that the new generation will not be priced out of sports facilities."

Lawson also expressed his annoyance that the CCPR was not consulted about the Government's proposals before they were made public. "I find it very sinister that the Government have decided to reveal their plans for privatization without first discussing the matter with us and others whom it may concern," he said. "It is an extraordinary way of conducting a consultation. They could at least have told us and sought our opinions to help the needs of the young but now they have really committed themselves. Over 12 million people regularly take part in sport and I hope the Government have thought about the confrontation they will undoubtedly get with all lovers of sport."

The Government, however, are insisting that their document is for consultation before a decision to implement it is made on December 11, and that it will be for the benefit of the majority of the sporting public. "The proposals, and that is all they are, will not price out the

HOW THE SECTORS COMPARE



Based on estimates, the split between public and private ownership

public, something which is specifically dealt with in the consultancy paper," a spokesman for Mr Moynihan said.

The consultative document states that local authorities have two options: they can insist that prices are maintained at the same level after privatization or that members of the community who cannot pay the full market rate, for example the unemployed, elderly or school groups, should be given the opportunity to make use of

sports and leisure facilities at reduced rates.

This would give the private sector managers freedom to decide on their price policies but would allow local authorities to control those policies in respect of certain disadvantaged groups. "The pluses are that we will achieve more efficient marketing and better management," the spokesman added. "It is widely accepted that most users of sports centres are middle-class who get well-sub-

sized facilities and who could afford to pay out more."

The Sports Council greeted the Government's plans with caution, but joined forces with the CCPR in requesting certain guarantees for the future of provisions for those unable to meet increased prices. "I do not object in principle to the concept of privatizing, providing the facilities continue to cater for the needs of the whole community," John Smith, the Council's Chairman, said.

To meet our objective of sport for all managers, need to be sympathetic to the problems faced by the elderly, the unemployed and the young. But leisure centres in Britain are, on the whole, efficiently run and the standard of management is improving all the time. The Sports Council also confirmed that they will respond to the document as soon as possible.

The document lists the facilities as sports and leisure centres, swimming pools, golf courses, bowling greens, putting greens, tennis courts, athletic tracks, team game pitches, cycle tracks, water sports facilities, artificial ski slopes, skating rinks, indoor bowling alleys and even beaches. Sports expenditure in Britain is estimated to be at £4.4 billion, a figure comparable with gas and electricity. Facilities that could be most affected if the

Government's plans are agreed would be those provided for football, swimming and athletics.

Not surprisingly, the news that the Government is planning privatization has received a mixed reception within the sports facilities market. "Sport gives people an opportunity to live an active life and to partake cheaply in something they enjoy," Bob Downham, one of the managers of the Brixton Leisure Centre in south London, said. "650,000 people use our centre every year but the only way the private sector could make money here, because of the huge running costs of £4 million, is to make the centre exclusive for people with money. That would not go down well here. I know our manager and a private company with a view to making a profit, would not want to know. And by cutting costs, Ridley is implying massive redundancies nationally which will hardly help the unemployment figures."

The private sector view things differently. "The quality of service is better and it costs less to produce this in the long run," said David Cross, a director of Crossland Leisure Ltd, which runs, among other facilities, large sports centres in Camberley, Abingdon and Sudbury in Suffolk.

END COLUMN

Merthyr a martyr to new wave

From Simon Barnes Bergamo

History writers love big dates. You know 1666, 1789, 1914 — all that sort of thing. Football people could, I think, make a case for 1966 as one of those resonant echoing dates: the year Alf Ramsey demonstrated that method can defeat brilliance. Or, to be more precise, that disciplined team effort can defeat any number of individual geniuses.

In a sense, it was the beginning of the end of romantic football. Matthews, Best: where are their like today? (The answer is playing in mud and rain and to release the ball sanely, preferably after three touches.)

But in another sense the age of discipline and method has created a new wave of romanticism: the age of the underdog. It is a hard job beside wonder and glory in the first division; but these days any first division side have the organization and method to make their point against any opposition whatsoever.

I remember Brian Clough saying, when the Southern League side, Wimbledon, played the giants of the first division, Leeds United, in the mid-Seventies: "Wimbledon have no chance... no, I'll change that. Wimbledon have one chance... in a million." But Wimbledon took Leeds to a replay in that epic FA Cup tie and in the end were unlucky to lose.

And now it seems that any non-League side have the organization and discipline to fancy their chances against any professional outfit. And so it was that Merthyr Tydfil, that ornament of the Brasser Houses League Midlands Division, beat... actually, de-

Welsh players on £5,000 win bonus

Merthyr Tydfil will collect a £5,000 cash bonus if they beat Atalanta. "The money will be distributed among the squad if we win," John Reddy, the chairman, said. "There is no way we want to see any of our players suffering financial loss as a result of coming here and I'll be dealing with that when we get home," he added. He has also given the players "quite a bit of spending money," according to the manager.

feated, Atalanta, of the Italian League, in the first leg of the European Cup-Winners' Cup the other week.

The score was 2-1 and Atalanta's away goal, counting double as it was, might yet be crucial when the sides meet again in the second leg here tonight. But when Merthyr's manager, I. Jones, said "I'd be absolutely nothing about it. As far as I am concerned, I expect and hope he will be playing here."

It is perfectly feasible. Merthyr impressed in the first leg, not with lunacy and violence, but by the traditional secret of success for football's underdogs, but by the new-wave blend of discipline, fitness and commitment.

"The lads are confident," Jones said. "We play to a pattern, we know it works, we don't play slapdash. We play as disciplined as we can to that pattern and we have a player or two up front that can turn a game."

Kevin Rogers, one of the goal-scoring in the first leg, pointed out that more than half the side that take the field this evening will have had Football League experience.

They have acquired, and now cannot rid themselves of, the habit of playing tight, staying in position, picking up your man and everything that that kind of football entails. "The discipline helps," he said. "A lot of teams at our level who get a fixture like this just come to enjoy themselves. But we think we can win."

Never have so lowly a team had so good a chance to achieve so ridiculous a result. Atalanta were relegated from the first division last season, took all kinds of cruel wounds after being beaten by Merthyr, and have yet to score a league win this season.

Merthyr are bubbling and the possibility of one of the most absurd results in the history of European football is there. It remains no more than a possibility. Realistically, one must expect something like a 1-0 or a 2-0 win to Atalanta, either of which would be good enough to give the Italian side the tie.

But as they ride the new wave of romanticism, Merthyr go in with a genuine hope of winning. If the martyred St. Tydfil can do her stuff, a miracle is possible. Certainly a miracle is needed. But only a fairly small miracle. And small miracles are the easiest kind.

Double upset for cricket World Cup organizers

Delhi (PA) — England, the last team to arrive on the Indian sub-continent for the cricket World Cup, flew in to discover a double embarrassment for the authorities just 24 hours before today's opening ceremony.

West Indies, who are former champions, arrived without entry visas. And, equally worrying for organizers, the holders and joint hosts, India, were trying to head off a revolt by 10 of their players following a row over money.

To defuse the situation the Indian board were forced into dropping a requirement that their players wear the official series logo.

The 10 had refused to sign contracts until the logo and two other clauses were scrapped from the contracts. The other four players had signed earlier.

The remarkable West Indian oversight was discovered when Viv Richards and his team flew into Delhi airport. Apparently, their cricket board failed to apply for visas and, although rules were bent so they could stay on, a desperate paper chase began yesterday to obtain the vital documentation.

Without it, Richards and his team would be unable to join England in Pakistan where the two countries are due to play their first group B match on Friday week.

Meanwhile, the captain, Kapil Dev, and the former leader, Sunil Gavaskar, were

among a number of senior Indian players who had refused to sign World Cup contracts. They were demanding extra money for wearing a logo on their shirts advertising competition sponsors, Reliant.

Cricket board president S. Srinaman called the players' demands "unfortunate and unreasonable", but said: "I don't want to create a crisis or act tough with the players."

Besides the logo requirement, the board also scrapped

Bird blow

The umpire, Dickie Bird who has suffered several painful blows while on Test duty in recent years, had to seek out emergency dental treatment in Delhi yesterday after crunching into a toffee bar and losing part of a tooth. Bird and David Shepherd will umpire several World Cup games in Group A which include India, Australia, New Zealand and Zimbabwe.

a ban on writing for newspapers and magazines, and a prohibition against playing in any match or tournament not approved by the board for one year from the date the contract was signed.

England's opening day in India proved uneventful by comparison. There was a low key but friendly welcome at Delhi airport for the 14-man squad after an 8½-hour flight. Fears that players with South

African connections — such as the vice-captain, John Emburey, and the batsman, Graham Gooch — might receive a hostile reception did not materialize.

England are unlikely to practice before reaching Pakistan on tomorrow. Today they take part in the opening ceremony, and then watch a day-night challenge match between the co-hosts, organized to provide financial relief for India's worst drought this century.

England arrived in India without the kitchen sink but among their extensive range of equipment, together with tins of baked beans, soup and other canned food which also made the trip to Delhi, should make them feel at home when the fourth World Cup starts in 10 days' time.

"We plan to do some of our own cooking when we move into Pakistan, particularly at the ground during matches," the tour manager, Peter Lush, said, "when we can handle a microwave."

England were today quoted as four favourites to win the cup. They behind the West Indies, who are favourites at 7-4, and India and Pakistan, who are joint second favourites at 7-2. Eight nations are taking part in the series in various cities in India and Pakistan through November 8.



Tikka-taped: A hostess puts a tikka, a traditional Indian mark of greeting, on Gatting, the England captain, in Delhi

Headingley all-clear

Headingley's future as a Test match ground would appear to be safe until the end of the 1980s. The condition of the pitch, which came in for criticism after England were beaten by Pakistan in the Third Test in July, has been discussed by the Test and County Cricket Board's county pitches committee.

A TCCB spokesman said yesterday that the committee had made a recommendation, which would be discussed by the TCCB board in December. He would not say what the committee's advice was, but it is understood that the Board is being asked to give the all-

clear to the pitch for the 1988 and 89 seasons.

It has already been decided that Headingley can be used for Tests next season. The Headingley square has been inspected by the TCCB's county pitches committee chairman, Donald Carr, this season. Headingley will lose its status as an automatic Test venue in a few years' time, a situation that has nothing to do with the pitch. The TCCB has decided that the ground will join Old Trafford, Edgbaston and Trent Bridge on a Test match rota, leaving only Lord's and the Oval as grounds that can be guaranteed a Test each year.

Holding goes to NZ

Christchurch (Reuters) — Michael Holding, the veteran West Indies fast bowler, has signed a one-season contract with the top New Zealand side, Canterbury, cricket officials said yesterday.

Brian Adams, chairman of the Canterbury Cricket Association, said "the paceman, aged 33, had been hired to fill the gap left by Canterbury's top players, including Richard Hadlee, who will be touring with the New Zealand national side this year."

Hadlee hailed the signing of Holding, saying: "Canterbury has got it right this time. It's a positive move." He added:

"Holding will be very effective. He's bowled a ball and he will draw the crowds."

Holding had 249 wickets to his credit when he retired from the Test arena last season after an international career spanning 11 years.

Another West Indian, the Surrey fast bowler, Sylvester Clarke, will succeed Viv Richards as professional with the Lancashire village side, Rishton, next season. The Surrey secretary, Ian Scott-Brown, said: "I know absolutely nothing about it. As far as I am concerned, I expect and hope he will be playing here."

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Request by rebels rejected

By David Hands Rugby Correspondent

An extraordinary twist to the South Pacific Barbarians tour of South Africa, which has reached the half-way stage, has come with a request for rebel players to be allowed permission to play for English clubs.

The Rugby Football Union has received a request from Arthur Jennings, who has been suspended as a member of the Fijian Rugby Union executive committee for his part as manager of the unauthorized tour, to allow a number of the players — up to seven — to take part in the British domestic season when the tour ends.

A Fijian Barbarian party, managed by Jennings, toured in England, Wales and Ireland last season so contacts with individual club sides here are still fresh. However, the RFU have made it clear in a telex that the request cannot be entertained. "Players under suspension by their own union could not possibly come and play," Dudley Wood, the secretary, said yesterday.

The Fijian Rugby Union, who have asked the home unions for support in their decision to suspend the touring players until they come home and, individually, explain their actions, have drawn attention to the names of all those involved in the tour.

So far the Barbarians are unbeaten, though they were held to a 25-25 draw by the South African Rugby Federation at the weekend and are due to play two games against the South African Barbarians.

More rugby, page 44

City show a healthy profit

By Ian Ross

Manchester City made a profit of more than half a million pounds in the year ending May 31 despite being relegated to the second division.

The figure of £575,539 represents the club's second highest profit margin in history and follows six years of crippling losses.

Although the club is still not in the black, City's chairman, Peter Swales, expressed his delight and promised to try and make as much money as was possible to the team manager, Mel Machin, for the purchase of new players.

"Our current liabilities are

the lowest since 1979. This boost increases the chances of the manager buying further players to help the side and help our promotion chances. I have always said that more money would be made available," Swales said.

The balance sheet, which does not include £500,000 received from the Japanese manufacturing giants, Brother, in a major sponsorship deal, will be presented to shareholders on October 30.

City's attempts to sign Jerry Goss, the young Norwich City midfielder, have hit a stumbling block with the two clubs unable to agree on a fee.

Norwich value Goss at £100,000, whereas Machin has offered £20,000.

Machin still remains hopeful of persuading Liverpool's unsettled former Scottish international, John Wark, to move to Maine Road and would also like Bobby Mimmis, Everton's England under-21 international goalkeeper who is currently on loan at the club, to make the deal permanent.

Bradford City have put their midfield player, Leigh Palin, on the transfer list at his own request. Palin joined Bradford from Nottingham Forest 11 months ago.

SPORT IN BRIEF

McEnroe returns

Atlanta (AP) — John McEnroe will make his first tennis tournament appearance since the birth of his son, Sean Timothy, at the AT and T Challenge from October 6 to 11. Also present will be Ivan Lendl, of Czechoslovakia, Jimmy Connors and Paul Annacone, of the United States, Stefan Edberg and Mikael Pernfors, of Sweden, Miloslav Mecir, of Czechoslovakia, and Andrés Gómez, of Ecuador.

McEnroe was runner-up in last year's AT and T Challenge, losing to Boris Becker, of West Germany.

Dropped kick

London Welsh have dropped three of their backs for tomorrow's Courage League second division game at Bedford following Saturday's defeat at Rosslyn Park. The full back, Jeff Wiltshire, and the centres, Guy Lefeu and Alun Rees, have all been left out.

Walker dies

Tommy Richardson, one of Britain's greatest long-distance walkers, has died at the age of 76. Richardson broke the world 100-mile walking record at Bradford in 1936, in a time of 17hr 35min 40sec. He held the record for 24 years until it was broken by his Woodford Green AC colleague, Hew Neilson.

Royal honour

The Royal and Ancient golf club have appointed Duncan Weir as assistant secretary for championships. Weir, aged 25, joined the R and A in May 1985, working most recently as an assistant to the championship secretary, David Hill.

Strike muster

Chicago (AP) — Gene Upshaw, the executive director of the National Football League Players Association, said he would muster striking players and other organized labour to disrupt this weekend's non-union games.

Life offenders

Muscat (AP) — Two Omani hockey players, Hussain Ali and Mohammed Mussallim, have been banned for life by the Oman Hockey Association for attacking the referee after a club game.

Final round

Barry McGuigan, the former world featherweight boxing champion, will race at Silverstone on Sunday when he drives in the final round of the Esso saloon-car series.

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